April 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 Vison 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.

Market President's



Belinda Hooks Mountain Plains MSDC Market President

In 2022, The Council had a great year! Among all of our accomplishments we are especially pleased with the sustaining power and increased in both our corporate members and Minority **Business Enterprises (MBEs)** certified. We are also pleased with our execution of over fifty events last year.

In 2023, we have started off the year in adding four new corporate members to

the Council; a new team member (Kevin H. Taylor) and the growth of our corporate members and MBEs by introducing a monthly Lunch and Learn series; a monthly Professional **Development series and for the first time** the introduction of national/regional corporate members to host an Access to **Connect event.**

Corner

Get Connected. Stav Connected. Be Connected!

In the first quarter of 2023, we already held the following:

- **Town Hall meeting at JE Dunn.**
- Graduation Ceremony for the MBE University 2nd Cohort
- **Launched the monthly Lunch** and Learn Series
- **Executed two Professional** Development series for MBEs:
- **Corporate Roundtable with a** spotlight on MBEs
- As well as participated in three outreach events.

These events, along with the many other activities scheduled in 2023, are precursors to the five major event that we will hold this year (Diversity Business **Luncheon; Business Opportunity Exchange. Connection Zone. annual Golf Tournament and the Business Alliance** Forum). You are greatly encouraged to attend and participate.

In the coming issues of the newsletter, we want to continue recognizing the successes of our MBEs and Corporate Members. Share your success with the Council. We want to showcase your growth, brand recognition and achievements within the business community.

In 2023, "together, expect more!" We continue to welcome your input, contributions and active participation. Through your active engagement, we all receive valuable information and form meaningful partnerships that will contribute to your bottom line.

Belinda Hooks Market President

Welcome our NEWEST Corporate Members

- Anschutz Entertainment Group
- Ardent Mills
- Berkshire Hathaway
- Border States Electric
- Boys Town
- CHFA
- Citizens Bank
- Conagra Brands
- Empower
- GEHA Kiewit
- Softchoice UC Health

Leggett & Platt

Mears Group

Nelnet

Prologis

- Union Pacific
- University of Colorado

Pinnacol Assurance

- VF Corporation
- Wholesale Associate Grocers
- Zivaro

Programming & Events from the Council



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.

12p-1p- MST 1p-2p-CST

No charge for this event.

Please register for the May 10th webinar that will discuss "Planning for Retirement" led by Michael Gerali, Principal at HR Solutions.

REGISTER HERE



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.

REGISTER HERE

The upcoming dates are as follows:

April 20 May 18 June 22

TWO Events Tuesday, April 25th

(One for our certified MBEs and one for our Corporate Members)



Mountain Plains MSDC presents our monthly Access to Opportunity-April has a Virtual program with **United Parcel Service (UPS)**

Register and learn how to do business with UPS from the Supplier Diversity Manager: Melody Davidson on **Tuesday**, **April 25th**.

10 am to 11 am MST 11 am to 12 pm CST

REGISTER HERE

TWO Events Tuesday, April 25th

(One for our certified MBEs and one for our Corporate Members)

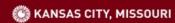


Join the Mountain Plains MSDC, Corporate Members, Channel Partners & Corporate Plus MBEs to discuss and learn about available resources, applications, tools and training programs used to build supplier relationships.

Who should attend?

- Corporate Members
- Supplier Diversity Professionals
- Category Managers/Buyers
- Procurement Personnel
- Supply Chain Managers/Specialists

CERTIFY | DEVELOP | CONNECT | ADVOCATE



Mountain Plains MSDC presents a LIVE Corporate Roundtable in **KCMO**

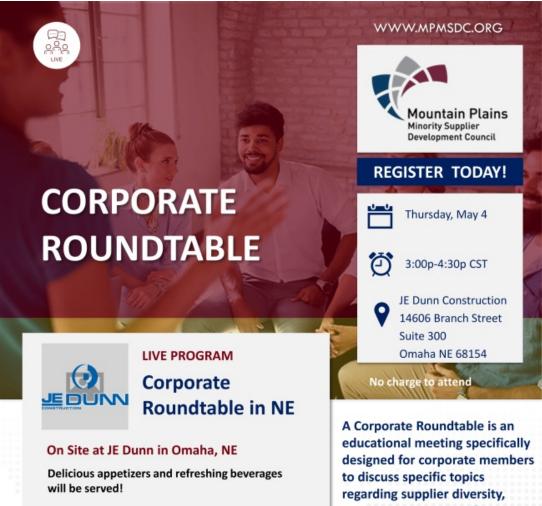
Where: JE Dunn headquarters

1001 Locust Street

Kansas City, MO 64106 Time: 12p-1:30p CST Lunch will be provided.

Individual registrations will be sent out to each corporate member.

Thursday, May 4, 2023



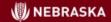
Join the Mountain Plains MSDC, Corporate Members, Channel Partners & Corporate MBEs to discuss and learn about available resources, applications, tools and training programs used to build supplier relationships.

procurement, contracting, economic inclusion and more.

Who Should Attend?

- **Corporate Members**
- **Supplier Diversity Professionals**
- Category Managers/Buyers
- **Procurement Personnel**
- Supply Chain Managers/Specialists

CERTIFY | DEVELOP | CONNECT | ADVOCATE



Mountain Plains MSDC presents a LIVE Corporate Roundtable in Nebraska

Where: JE Dunn 14606 Branch Street

Suite 300

Omaha, NE 68154 Time: 3p-4:30p CST

Light appetizers & beverages will be provided.

Individual registrations will be sent out to each corporate member.



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 25th- Live at JE Dunn (KSMO)
- May 4th- Live at JE Dunn (NEB)
- May 16th-Virtual
- June 21st-Virtual
- October 18th-Virtual



MPMSDC Annual Golf Tournament

June 16, 2023

It's that time of year again, and we are thrilled to invite you to join us for the 2023 Mountain Plains MSDC Annual Mountain Golf Tournament.

Price: One foursome team= \$850.00 Single player= \$225.00

Whether you're a seasoned golfer or a newbie, this event is perfect for you. Our tournament is designed to accommodate players of all skill levels, so come and have a blast with us.

Remember to mark your calendar and save the date! If you have any questions or need assistance, our program manager & events admin Cindy (communications@ mpmsdc.org) is here to help!

REGISTER HERE

Sponsorships are still open: Please contact Belinda Hooks at Belinda@mpmsdc.org or call 402-955-9141 for

further information.



Mountain Plains MSDC is rolling out YAMMER.

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



Stay Connected with the National Council!

There are many events to attend each month:

Events Calendar

COMMUNITY NEWS & EVENTS from our STRATEGIC PARTNERS & CORPORATE MEMBERS

(click on the logo/flyer for more information)



NATIONAL SMALL BUSINESS WEEK! April 30-May 6, 2023

Register HERE for the FREE Virtual Summit:

FREE Virtual Summit

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.

Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream. SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.



Transform Your Small Business into a Thriving Enterprise

T.H.R.I.V.E. Emerging Leaders Reimagined is

an intensive executive-level training program to accelerate the growth of high potential small businesses. Developed by the U.S. Small Business Administration, **T.H.R.I.V.E.** helps business owners become more effective leaders, learn how to acquire financing, scale their revenue, and leverage networking with other entrepreneurs.

Through the program, participants develop a threeyear growth plan that provides a roadmap for achieving their company's unique goals.

Apply to T.H.R.I.V.E. at sbathrive.com

Eligibility Criteria

T.H.R.I.V.E. is open to small business owners and C-level executives who have:

- Annual revenues of at least \$250,000
 Been in business for at least three years
- At least one employee, other than self

Program Schedule

2023 cohorts run from June 20th through December 20th. Training includes both online learning and in-person sessions over six months. Anticipate about 110+hours of combined learning, coursework, discussion, and coaching time.

Participation Investment

Free to participate. The only costs are your time and commitment to complete the curriculum and participate in CEO discussion sessions.



70% A

reported increase in revenue by cohort alumni



\$759+ million

in government, institutional, and corporate contracts secured



1100

net new jobs created (full-time employees)

* Participants are surveyed once a year for 3 years after completing the program. Information cited is for calendar year 2018.

BROUGHT TO YOU BY:





sbathrive.com



BROUGHT TO YOU BY:





sbathrive.com



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.



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.



MISSION

The Business Consortium Fund, Inc. (BCF) exists to empower entrepreneurs by advancing equitable capital access for business owners of color. We provide funding and advice to certified minority businesses operating in the supply chains of the nation's largest corporations, as well as the supply chains of government organizations.

VISION

We envision a thriving economy with equitable capital access for business owners of color, including eliminating the racial wealth gap.

100% of loans made to business owners of

\$228M of loans since 1987 950 businesses served

119 years of combined experience

Loans sized \$15K to \$1.125M Deeply embedded in the supplier diversity ecosystem

OFFERINGS

LOAN TYPES

- Short term working capital (1 to 5 years)
- Long term debt (5 to 10 years)
- Receivables financing
- Purchase order financing
- Equipment financing
- Micro loans from \$10K to \$100K

GENERAL REQUIREMENTS

- Past 3 years financial statements
- Past 3 years filed business and personal tax returns
- Personal financial statement for the owner
- Accounts receivable and payable aging reports
- 6 months of business bank statements
- Bios for company owners and key employees
- Personal guarantee from owners 10% or greater

APPLY AT: bcfcapital.com

Access to supplier contracts is a proven path for growth to small business owners.

CONTACT US



Camellia Loojune | Director of Small Business Lending cloojune@bcfcapital.com 212.243.7360 x 206



Ruben Rodriguez | Chief Lending Officer rrodriguez@bcfcapital.com 212.243.7360 x 203



Deadline to Apply: April 28

Cohort Dates: June 25-30

Wells Fargo Scholarships Available for Tuck Diversity Business Programs

The "Growing an Established Diverse Business" course enables participants in established businesses to accelerate their growth. This follow-up program to Building a Successful Diverse Business helps participants overcome the challenges that business owners often see after several years of successful growth and helps them assess the alternatives to organic growth — strategic alliances and acquisitions.

Wells Fargo scholarship applications are now open. Applicants who are interested in being considered for a Wells Fargo scholarship must complete the online application and enter "Wells Fargo Applicant" under the "Sponsor Company" field.

Learn More

Apply Today



Black Capital: Customers, Contracts & Capital

Saturday, April 22 · 9am - 2:30pm MDT

Join the Black Business Initiative for the 9th Annual Black Capital Conference. This is a unique opportunity to dive into the vast world of capital readiness, a topic that often eludes even the top-tier businesses in Black communities.

This conference is bringing current and relevant information for Black entrepreneurs to help them understand the capital landscape, what resources are available, and how to set up their business in ways that

- Attract their ideal client
- Favor the requirements for lending institutions, procurement departments, and government contracting, and

 Secure and deploy capital for scale

Our Black Market is full of resources to help you access the customers, contracts and capital you need.

REGISTER HERE!

2023 MBEIC

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

NEWS from the MBEIC

April MBEIC Update Annual All Hands MBE Meeting

The Mountain Plains Minority Business Enterprise Input Committee (MBEIC) is excited to announce the annual All Hands MBE meeting.

This meeting will be held on June 15th, 2023 from 9am to 12pm MST. This will be a hybrid event hosted by JE Dunn. The in-person option will be held at Colorado Center Tower 3, 2000 S. Colorado Blvd., Suite 1000, Denver, CO 80222. Lunch will be provided. For those attending virtually, a link will be provided prior to the event.

The MBEIC encourages MBEs to join this incredible event, filled with excellent keynote speakers, networking, regional and national updates along with great MBE conversations.

Mark your calendars and plan to attend in-person.

REGISTER HERE!

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.

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 minorityowned firms source, target and secure state and federal contracting opportunities.

Visit our Denver MBDA



Andra Hargrave
Director MBDA



Rufus Jackson Governmental Business Services Manager



Patricia Guimaraes Community Liaison/Advocate

Small Business: -The Hard Truth Part 2
Understanding Small Business Certifications:
The misconception: By Andra Hargrave- Director
MBDA

Ok - Small Business Community first things first there are primarily two types of certifications. There are agency certifying certifications and self-certifying certifications. Let's address self-certifying first since this will be short.

Self-Certifying certifications are exactly what they sound like you have a company and the company is majority owned (for this argument 51% majority share) by any of the socially disadvantaged groups such as women owned, veteran owned, minority owned, small business or LGBTQIA or other Socially and Economically Disadvantaged Individuals (SEDI) group.



Melia Ingham Technical Writer

Now with that said, everyone should understand two things about self-certifications and the first thing is that they are not as powerful as agency certifying certifications and the second thing is that — "It is up to another entity to prove that you are not of the certification you are claiming."

Sounds complicated? It can be but one of the most common self-certifying certifications are "Small Business" and "Women Owned".

The most common use of self-certification is with an organization that wants or needs diversity consideration. For more information on how and what organization will be more inclined to use self-certifications contact the MBDA.

Denver MBDA Business Center

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

April MBE Spotlight



SnaplTo

Company Name:

SnapIT Solutions, LLC

Owner Name:

Neelima Parasker

Company Description:

SnaplT Solutions, LLC (SnaplT) is an innovative technology trainings, services and solutions company with technical expertise in disruptive technologies such as AI, ML, IoT and Blockchain in private and public sectors. Expanding nationwide, SnaplT helps its clients solve business challenges with custom developed tech talent, products and design architecture. SnaplT's secondary education accredited IT professionals also provide industry-ready Hi-tech training to help upskill and develop the IT workforce.

Website:

https://snapit.solutions/about-snapit-solutions/

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









Mountain Plains MSDC Board of Directors

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.

Mountain Plains MSDC Staff

Mountain Plains MSDC new hires and promotions

To meet our entire staff please check our website:

The Council is uniquely positioned to offer management and technical services relevant for a dynamic marketplace including: business consulting, matchmaking, contract opportunity sourcing, finance sourcing and access to international markets.



New Staff Member

Kevin Taylor
Business Development &
Corporate Relations Manager



Promotion

Cindy Mallamo
Program Manager &
Events/Administration

Workforce TagTalks

April 2023 Tag Talks

Spring is here and we are starting a new quarter. In speaking to our MBEs, they are looking to the challenge of growth and opportunity for 2023. The question has come up on 501(c)3 nonprofit and "can it work for my business?" There are many things to consider when changing your business structure as part of your growth strategy. Adding a nonprofit component to your business can offer numerous benefits, both for the business itself and the community it serves. Here are some key advantages to consider:

1. Tax benefits: Nonprofit organizations typically enjoy tax-exempt status, and this can help your organization save money and direct more funds towards

your programs and services.

- 2. Access to grants and funding: Nonprofits are eligible for a variety of grants, public and private funding sources, and corporate sponsorships that can help your organization secure the resources it needs to expand its programs and impact.
- 3. Enhanced public image: Establishing a nonprofit arm can boost your business's reputation by demonstrating your commitment to social responsibility and community development which builds trust with customers, partners, and stakeholders, and differentiate your business from competitors.
- 4. Employee engagement and retention: Many employees appreciate working for companies that actively support social causes and give back to their communities which can help you to create opportunities for employees to volunteer, develop leadership skills, and contribute to meaningful projects.
- 5. Networking and collaboration opportunities: Nonprofits often collaborate with other organizations, government agencies, and community groups to achieve their objectives which can help you to expand your network, forge new partnerships, and access resources that may not be available to for-profit entities.
- 6. Personal satisfaction: Running a nonprofit alongside your business can provide a sense of personal satisfaction and purpose, knowing that you are making a positive impact on the community and contributing to the greater good.

It is essential to consider the legal, financial, and operational implications, as well as the potential challenges of managing two distinct entities. Consulting with legal and financial experts and conducting thorough research can help you determine if adding a nonprofit to your business is the right move for you.

Please check out our website for general information on nonprofits as well as our Free Resources NFP for Regions including Nebraska, Kansas, and Missouri. Free Resources — Workforce TAG

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





Reminders to Check the following:



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!