

May 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.

Market President's Corner
[Get Connected. Stay](#)

Connected. Be Connected!



**Belinda Hooks
Mountain Plains MSDC
Market President**

Greetings and Happy May to you!

The Mountain Plains MSDC's Staff has sprung into action for Q2 in 2023!

Just as the annuals are beginning to show vibrant colors, the Council has had a great array of corporate members and MBEs actively engaging in programs that are being offered. Recently, the Council had an intimate breakfast that connected corporate members and MBEs (Class III's & IVs). Also, the Council has held "live" Corporate Roundtable events in both the KCMO and NE markets. The Corporate Roundtable provides an educational platform for corporate members to discuss relevant topics which include supplier diversity, procurement, contracting, economic inclusion, and a spotlight on MBEs. Additionally, the Council team has increased its efforts in participating in local and regional outreach events. In the great state of NE, a Powerhouse Summit was held on May 4th to celebrate and recognize small and minority-owned businesses. By teaming with the SBA, multiple agencies and corporate members – the Powerhouse Summit provided invaluable resources, an incredible Lending Panel, informative workshops and networking opportunities.

As the Council continues to execute against the four pillars of the organization: Access.Connect.Advocate.Develop, continued programs and events will be offered to provide opportunities for corporate members and MBEs accordingly.

As we continue with the Council's theme in 2023: "Creating Connections-Building Bridges...Together, please make sure that you look at the online calendar and newsletter "often" for upcoming events.

Thanks for your continued support, engagement, and participation.

Belinda Hooks
Mountain Plains MSDC Market President



Photos from the Mountain Plains MSDC Breakfast with our Corporate Members & Class 3 and 4 MBEs!



Great breakfast and networking at Mangia Bevi Cafe with our Class 3 and 4 MBEs
Thank you everyone for participating!



Highlights from Small Business Week with the SBA at the Powerhouse Summit in Omaha! We appreciate your time and support.



Small Business Week in Omaha had a great team of speakers and moderators at the Powerhouse Summit!

Welcome our **NEWEST** Corporate Members

- Anschutz Entertainment Group
- Ardent Mills
- Berkshire Hathaway
- Border States Electric
- Boys Town
- CHFA
- Citizens Bank
- Conagra Brands
- Empower
- GEHA
- Leggett & Platt
- Mears Group
- Nelnet
- Pinnacle Assurance
- Prologis
- Softchoice
- UC Health
- Union Pacific

- Kiewit

- University of Colorado
- VF Corporation
- Wholesale Associate Grocers
- Zivaro

Programming & Events from the Council

WWW.MPMSDC.ORG

Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!

Wednesday, June 14th

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

Microsoft Teams link will be sent 24 hours before webinar

Free to attend

Your Webinar Host
Dr. Ron Sheffield
President, OrgScience

Course Title:
Entrepreneurs: Calculating Product & Service Value

Webinar Description:
In order to set prices for your work, an understanding of time-based and self perceived work value is critical. This session will review a process for establishing target value for your product or service

Bio: Dr. Ron Sheffield, EdD, PMP, CSM, SAFe, SSBB, CCP is a member of the Quechan Indian Tribe of Yuma Arizona and Winterhaven California. He is currently an Executive in Residence, Clinical Assistant Professor, and Program Director of the Master of Science Degree Program in Human Resources and Organization Development (HR/OD) at The University of Louisville.

CERTIFY | DEVELOP | CONNECT | ADVOCATE COLORADO

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 June 14th webinar that will discuss **"Entrepreneurs: Calculating Product & Service Values"** led by Dr. Ron Sheffield, President of OrgScience.

[REGISTER HERE](#)

WWW.MPMSDC.ORG

Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!

Thursday, May 18

12:00p-1:00p MST
1:00p-2:00p CST

Zoom platform

Free to attend

Your Webinar Host
Carlos Mireles
Founder of Blu Bambu

The Ultimate Win-Win: Discover How Client Retention Fuels Lead Generation & Which Strategies to Use

Question to think about:
Do you have a client retention process that is generating consistent leads?

Learn how client retention:

- Lowers your marketing costs
- Fuels lead generation
- How to create an effective client retention process
- Which strategies are right for your business

blu bambu design

CERTIFY | DEVELOP | CONNECT | ADVOCATE COLORADO

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 12 pm-1pm MST and 1 pm to 2 pm CST.**

No charge for this event.

[REGISTER HERE](#)

The upcoming dates are as follows:

May 25
June 22

May Access to Opportunity Program



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



Tuesday, May 23, 2023



10A-11A MST
11A-12P CST



Microsoft Teams
You will receive the
calendar invite 24-48 hrs.
before the program

ACCESS TO OPPORTUNITY



Keynote Speaker

Damon Lewis

Senior Contract Negotiator &
Supplier Diversity Lead

Damon Lewis has been working as a Senior Contract Negotiator at Hallmark Cards for 28 years. Hallmark Cards is part of the Media & Internet industry, and located in Kansas City, Missouri.

Virtual Program with Hallmark

- Company Overview
- Diversity at Hallmark Cards
- Procurement at Hallmark Cards
- MBE Opportunities for 2023
- Next Steps



Hallmark Cards
Company Background

Hallmark believes if you care enough, you can change the world as we work to help create a more emotionally connected world in every life, every day. Founded in 1910 by a teenage entrepreneur with two shoe boxes of postcards under his arm, Hallmark today is an approximately \$3.5 billion company, while still family owned and privately held in Kansas City, Missouri, with a diversified portfolio of businesses as part of its global operations.

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Mountain Plains MSDC presents our monthly Access to Opportunity- April has a Virtual program with **Hallmark Cards**.

Register and learn how to do business with Hallmark Cards from the Senior Contract Negotiator & Supplier Diversity Lead: **Damon Lewis** on **Tuesday, May 23, 2023**.

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

[REGISTER HERE](#)



WWW.MPMSDC.ORG



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



Friday, June 23rd



10:30a-2p- CST



Kiewit Corporation
127201 I Street
Omaha, NE 68137

Free to Attend

Nebraska Diversity Business Luncheon

Creating Connections-Building Bridges...Together

Join the Mountain Plains MSDC for the 2023 LIVE Nebraska Diversity Business Luncheon.

This luncheon with a Nebraska focus is our Tri County educational & networking program specifically designed for Corporate America, MBEs and Small Business Owners. Attendees will have the opportunity to renew and grow mutually beneficial relationships with one another and learn the best trends in Supplier Diversity.

Program Luncheon Highlights:

- Government & Corporate Networking Opportunities
- Power Luncheon Speaker
- Resources to Grow Your Business
- Peer-to-Peer Relationship Building
- Great Door Prizes
- Ice Cream Social & Raffle Drawings

Nebraska Fun Facts

- The Nebraska State Motto is "Equally Before Law."
- The State Gem is Blue Agate
- The State Insect is the Honeybee
- In 1950 Omaha became the home of the College World Series
- Nebraska was once called the Great American Desert
- The largest mammoth fossil ever found was unearthed in 1922
- The State Tree is the Cottonwood
- Statehood date was in 1867
- Home to the Big 5

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NEBRASKA

**REGISTER
HERE!**

THANK YOU TO OUR VALUED SPONSORS TO DATE

WWW.MPMSDC.ORG



Hosted By:  **Kiewit**



CERTIFY | DEVELOP | CONNECT | ADVOCATE

6-23-2023

LIVE KSMO Business Opportunity Exchange Friday, August 25, 2023



Mountain Plains
Minority Supplier
Development Council

KCMO Business Opportunity Exchange

REGISTER TODAY!



Friday, August 25th



8:30a-9:00a- Check In
9:00a-2:00pm CST



Federal Reserve Bank
of Kansas City
1 Memorial Drive
Kansas City, MO 64198

Free to Attend

Free Parking

The Business Opportunity Exchange (BOE) serves as the premier forum on minority supplier development & corporate engagement.

This powerhouse forum allows corporate CEOs, procurement executives & supplier diversity professionals from top national and regional companies to connect with certified MBEs throughout our Council affiliate states of Kansas, Nebraska, Western Missouri & Colorado.



FEDERAL RESERVE BANK of KANSAS CITY
Denver • Oklahoma City • Omaha

Agenda:

- Power Breakfast/Luncheon Speakers
- Conference to Highlight the KCMO Market
- Professional Development Workshops
- Vendor Tables
- Networking
- Door Prizes

**Registration cut off will be
Wednesday, August 16th at 5:00p
MST**

***The FRB is a secure facility. If you do not register, you will be turned away by their law enforcement team. Registration is nontransferable.

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KANSAS CITY, MISSOURI

[REGISTER HERE](#)

For the KCMO Business Opportunity Exchange

THANK YOU TO OUR VALUED SPONSORS TO DATE

WWW.MPMSDC.ORG



Mountain Plains
Minority Supplier
Development Council

Thank you to our Host
**The Federal Reserve
Bank of Kansas City**



FEDERAL RESERVE BANK of KANSAS CITY
Denver • Oklahoma City • Omaha



Kiewit



UNIVERSITY OF
Nebraska
System



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August 25, 2023

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



WWW.MPMSDC.ORG



MPMSDC ANNUAL GOLF TOURNAMENT
Creating Connections – Building Bridges...Together

REGISTER TODAY!

FRI JUNE 16, 2023

6 AM – 3 PM
• CHECK IN 6AM
• SHOTGUN START 7AM

Arrowhead Golf Course
10850 Sundown Trail
Littleton, CO 80125

Register Below

ARROWHEAD GOLF CLUB
SAVE THE DATE
Swing into summer
MPMSDC Golf Tournament

JOIN US FOR THE 2023 MPMSDC GOLF TOURNAMENT
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.

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!

We can't wait to see you on the green! Let's make this year's tournament the best one yet

Swing into Summer
Enjoy the day!
Delicious Food!

Networking
Network with colleagues and friends

Friendly Competition
Enjoy a day filled with friendly competition

CERTIFY | DEVELOP | CONNECT | ADVOCATE 

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.



NMSDC
National Minority Supplier Development Council

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)



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 three-year 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% ↑
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:



U.S. Small Business
Administration



Isom Global Strategies

sbathrive.com



denver ECONOMIC DEVELOPMENT & opportunity



**GRANTS UP TO
\$15K AVAILABLE
FOR YOUR SMALL
BUSINESS**

OFRECEMOS SUBVENCIONES
DE HASTA \$15 MIL PARA SU PEQUEÑO
NEGOCIO

CÓ TIÊN TRỢ CẤP LÊN ĐẾN \$15,000 CHO
KINH DOANH NHỎ CỦA QUÝ VỊ!

WHAT: [Denver Economic Development & Opportunity \(DEDO\)](#) in partnership with [Mile High United Way](#) is opening a new round of funding for small business grants and technical assistance. This funding is a continuation of DEDO's Business Impact Opportunity Fund, federally funded through American Rescue Plan Act (ARPA) dollars.

WHO: DEDO's [Business Impact Opportunity Fund](#) program is designed to support Denver small businesses that have been negatively impacted by the pandemic and are experiencing ongoing challenges including: involuntary business displacement, operating challenges, impacts from publicly funded construction or community activation and safety. [Business eligibility requirements apply.](#)

WHEN: Applications are now open and will close Monday, June 5, 2023 at 5 p.m. MST.

HOW: [View the application.](#) Applicants are encouraged to review [business eligibility requirements](#) prior to applying.

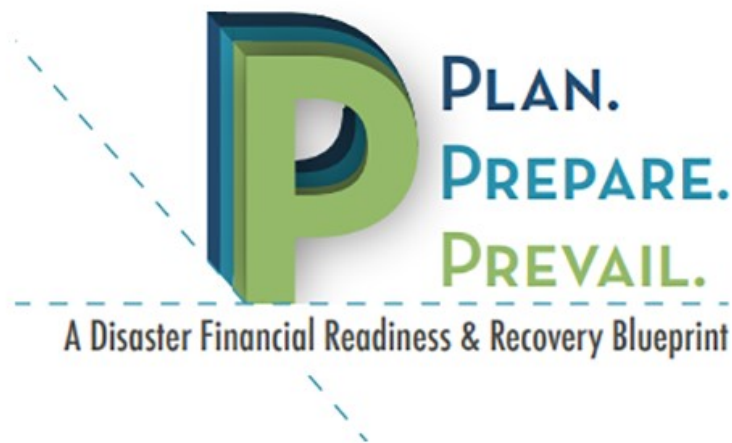
INFORMATION SESSIONS:

Need help applying, or want to learn more? Attend one of our information sessions:

- **Virtual:** Tuesday, May 23: 6-7 p.m. [Register](#)
- **Virtual:** Thursday, May 25: 8:30-9:30 a.m. [Register](#)
- **In Person:** Thursday, May 25: 11 a.m. - Noon; Mile High United Way, 711 Park Ave West

Information sessions will be available in English and Spanish. For non-English language interpretation services, please contact DEDO@denvergov.org with at least 5 business days' notice.

[Click to the application!](#)



Plan. Prepare. Prevail.
A resource for your readiness and recovery

Unfortunately, a health crisis, severe weather, and wildfires don't take spring break, so get your personal/household or small business financial records in order before a health or natural disaster strikes you with **Plan. Prepare. Prevail.** This is an extensive website containing disaster-preparedness tools and information like:

- Quick checklist for personal/household financial documents to identify and organize key financial records and a personal/household financial inventory form (Checklist and inventory form also available in Spanish)
- Quick checklist for small business financial documents to identify and organize key financial records and a small business financial inventory form (Checklist and inventory form also available in Spanish)
- Other valuable resources and materials you can share with family members, employees and customers

"At every disaster, I always hear, 'I never thought it could happen here or to me.'"

-FEMA liaison

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



Join the DPS Office of Business Diversity for the upcoming Coffee Chat. This event provides a casual environment for district vendors, employees, and community

notice.

members to gather and connect. Quarterly events are attended by DPS personnel representing the corresponding meeting focus.

[REGISTER HERE](#)



BUSINESS CONSORTIUM FUND

THE SUPPLIER DIVERSITY CDFI

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 color

\$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



In pursuit of **building perfection**®



Sending along our monthly open positions reminder and please share with your networks as you see fit.

The link below will direct you to the current openings, thank you!

[JE Dunn Current Open Positions](#)



Engineering Training Series

FOR PROFESSIONAL SERVICES CONSULTANTS

Virtual workshops for engineering-related companies and professionals interested in working on highway, bridge, and infrastructure design projects.



REGISTER: tinyurl.com/2023-engineering-series

All webinars start at 9AM. The cost is \$125 for the series of 6 classes or \$25 per class. Click the link above to sign up for all classes or click a date below to sign up for an individual class. If you are unable to attend on a specific date, register and you'll receive a link to the recording.

MAY 23

Keys to Growing a Successful Transportation Consulting Firm

MAY 30

Successful Marketing Strategies for Engineering Firms

JUN 6

Understanding FAR-Compliance Rates & Indirect Costs (IDC)

JUN 13

CDOT Prequalification & Master Pricing Agreements

JUN 20

Leveraging CDOT NPS (On-call) Contracts to Win More Work

JUN 27

Creating Winning Proposals & Mastering CDOT Evaluations

(303) 326-8686

info@aurora-southmetrosbdc.com



HUBZone Program Road Tour

with the NBDC APEX Accelerator and the Small Business Administration

On July 1, 2023, the Small Business Administration's HUBZone Program map is undergoing changes. The NBDC APEX Accelerator and the Nebraska Small Business Administration is **coming to your community to talk about the new HUBZones near you that may be available to your business.** Learn more at each event's webpage and register today to save your spot!

MAY
5
Omaha
Nearby affected areas include select areas of North Omaha, South Omaha, and Downtown Omaha.
9:30 - 10:30 AM (CDT)
75 North Connect
2112 N 30th St., Omaha, NE 68111
<https://nbdcenterdirect.com/events/9813>

MAY
23
McCook
Nearby affected areas include Red Willow, Hitchcock, and Dundy counties.
1:00 - 2:30 PM (CDT)
McCook Economic Development Corp.
402 Norris Ave., McCook, NE 69001
<https://nbdcenterdirect.com/events/9853>

MAY
8
Lincoln
Nearby affected areas include select areas of Northwest Lincoln and Southeast Lincoln.
10:00 - 11:30 AM (CDT)
Lancaster Extension Building
444 Cherrycreek Rd., Lincoln, NE 68528
<https://nbdcenterdirect.com/events/9851>

MAY
24
Chadron
Nearby affected areas include Dawes, Morrill, Sheridan, and Stoux counties.
8:00 - 9:30 AM (MT)
Chadron State College
Address TBD
<https://nbdcenterdirect.com/events/9854>

MAY
11
Fremont
Nearby affected areas include select areas of Southwest Fremont.
9:30 - 11:00 AM (CDT)
First State Bank Fremont
1005 East 23rd St., Fremont, NE 68025
<https://nbdcenterdirect.com/events/9852>

MAY
26
Auburn
Nearby affected areas include Richardson, Pawnee, Nemaha, Johnson, and Jefferson counties.
10:00 - 11:30 AM (CDT)
Location TBD
Address TBD
<https://nbdcenterdirect.com/events/9855>

This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

[Click here for HUBZone PROGRAM ROAD TOUR](#)

MINORITY BUSINESS EXECUTIVE PROGRAM

Accelerating the growth of minority businesses
September 13-21, 2023

FOSTER
SCHOOL OF BUSINESS
UNIVERSITY of WASHINGTON



Zones is a founding Sponsor along with The Boeing Company, Microsoft, and Nordstrom of the [University of Washington Foster School of Business Minority Business](#)

[Executive Program](#). Since 2015, we have provided two scholarships a year to MBEs. A great metric is once a supplier goes through the UW MBEP program, the MBE is seeing a 10% increase in their business.

Zones Scholarship recipients identified by/before the 1st week in Augusts (cut-off 8/4/23)

[UW-Minority Business Executive Program](#)



Wells Fargo Scholarships Available for Tuck Diversity Business Programs

Deadline to Apply:
April 28

Cohort Dates:
June 25-30

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](#)

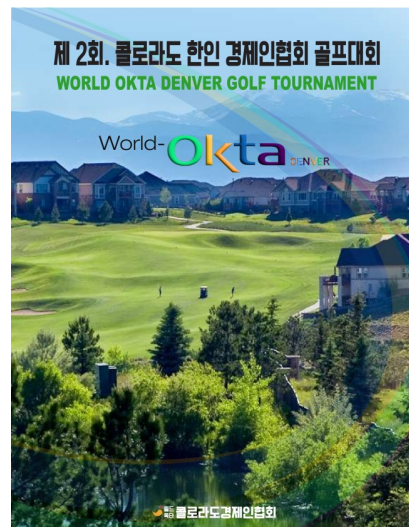


The **World OKTA Denver Golf Tournament** is coming up on Saturday, July 8th at Heritage Eagle Bend Golf Club.

The purpose is to support the Korean Business Community in Colorado and discovering, nurturing and supporting the next generation of Korean entrepreneurs.

The tournament is open to anyone that would like to play.

[Golf Tournament Information](#)



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

May MBEIC Update Annual All Hands MBE Meeting "Pathways to Opportunities"

The MBEIC All Hands Meeting is an opportunity for MBEs to network with other MBEs, meet corporate members, and hear inspiring messages of business success from entrepreneurs and industry leaders who will share their journey and learnings.

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.

The MBEIC is an advocate for MBEs assisting them in achieving their business goals and aspirations. We host and support events such as our All Hands Meeting to provide access to networking, contract opportunities, training and other resources to assist MBEs with business development and growth.

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.

VIRTUAL

LIVE

WWW.MPMSDC.ORG

**Mountain Plains
Minority Supplier
Development Council**

REGISTER TODAY!

June 15th, 2023

9 A M – 1 PM MST

**JE Dunn
Colorado Center Tower 3
2000 S. Colorado Blvd
Suite 1000
Denver, CO 80222**

**Hybrid Event: Live / Virtual
Lunch will be provided!**

KEYNOTE SPEAKER

TANYA DAVIS
Business Learning & Development Manager
DEN COMMERCE HUB

Tanya Davis will speak about leading organizational transformation and change.

Tanya Davis has been a public servant for more than 15 years with a focus on helping small businesses. She currently serves as the Manager of Business Learning & Development within the Commerce Hub at Denver International Airport. Prior to joining the Commerce Hub, Tanya worked as a manager for the Division of Small Business Opportunity. Tanya has held various management positions within the City and County of Denver since 2013.

JEDUNN Thank you to our sponsor!

Carlton O'Neal
National MBEIC President
Welcome and remarks

Lisa Y Jones
President & CEO
Financially Awakened, LLC
MBEs share their entrepreneurial journeys and perspectives.

Sunil Nair
Managing Partner and Co-CEO
iDatalytics, LLC
Closing Remarks

CERTIFY | DEVELOP | CONNECT | ADVOCATE

COLORADO

REGISTER HERE FOR ALL HANDS PROGRAM

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



Patricia Guimaraes
Community
Liaison/Advocate

Small Business: April 2023 Edition **Understanding Small Business Certifications:** **By Andra Hargrave- Director MBDA**

Question: I am certified, but I have not won any work after several years of being certified, does certifications actually work?

Answer: The short answer “Yes”, – The long answer is not necessarily the way you have been taught or led to believe. The truth is that if you think of a certification in their most simplistic method of utilization, “They get you invited to the table” Or “Get you in the Room”. The “Table or Room” being a metaphor for potential opportunities or contacts that you would normally not know exist or contacts that you would not normally meet. - Absolutely they work. On the other end of the spectrum no career fearing contracting officer, buyer or purchaser in the governmental is going to give you a contract just because you’re certified. Unless they are intentionally trying to sabotage their own career. – Don’t believe certification hype.

Please feel free to contact the MBDA for information on the correct usage of social economic certifications.



Melia Ingham
Technical Writer



Carlene Johns
Administrative Assistant
to Andra Hargrave

Denver MBDA Business Center

6025 S. Quebec St., Suite 135

Centennial, CO 80111

720-458-1652

info@denvermbdacenter.com

April MBE Spotlight



Company Name:

RJ Kool Company of Missouri
dba Controlled Environment
Products (CEP)

Owner Name:

J. Darren Harding

Company Description:

Sales and service of commercial laundry equipment and related chemicals to the healthcare and hospitality industries.

Sales of janitorial supplies and equipment to the cleanroom, laboratory, safety, medical, and gaming industries.

Founded in 1961, RJ Kool is a leading distributor of commercial laundry equipment and related services to customers in the coin, on-premises, industrial and multi-housing laundry markets. Co-owners Darren Harding and Bill Kimmel lead the company's leadership team. Headquartered in Kansas City, Mo., the company serves customers in major Midwest markets. With the acquisition of BDS Laundry, RJ Kool now employs a total of 78 people.

Website:

[Company Website](#)

MBE Shout Out!
Congratulations to All of Us Together Co.



Congratulations to the entire All of Us Together Co. team on a successful quarter 1! Our firm was named the **Greater Omaha Chamber** 2023 Diversity, Equity, Inclusion and Accessibility Change Maker Champion of the year at the largest regional Young Professionals Summit on March 24, 2023, this year. This prestigious honor comes after our firm has had a physical presence for only 15 months in Omaha, Nebraska We credit this recognition to the quality and transformational work we relentlessly yield. Thank you to all of our partners, supporters, and- past, current and future clients who made this recognition possible. We will continue to make good organizations great by helping enable space for “all of us”!

Website:

[Company Website](#)

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.

Workforce TagTalks

May 2023 Tag Talks

Workforce Tag is excited to continue supporting the Mountain Plains MSDC in 2023. In last month's newsletter we shared information on the question of either changing your business model or establishing a 501(c)3 nonprofit and "can it work for my business?" Our May newsletter will focus on our new regional website resources which will provide invaluable information that can be accessed to grow and develop your business accordingly. This will include Nebraska, Kansas, and KCMO. Colorado resources are already available on the website. Most of these resources are either free or have a modest fee. We do reference this where the information is available, but it is important to review each website for applicable fees or requirements.

Workforce TAG has new links for the following categories listed by state under the TAG Toolbox:

- State and local government will include state sponsored programs, taxes and finance, FAQs, workforce programs, loans, SBA, and other important employer resources. While there may be some overlap with local government, the intent is to be as inclusive as possible with this information.
- Small business will include information from local chambers, business

development programs, community organizations that support small business, and economic and industry resources.

- Grants/Funding will include various resources for small business grants, foundations, and community groups that may provide financial resources. This list is not inclusive, and we will continue to add critical information or distribute this through future newsletters.
- Federal programs are listed at the top under Free Resources (CO)
- Information for Kansas will also include focused resources in both the Wichita and Topeka areas.

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

- Identify the tools needed to research, implement, organize, and/or plan your business growth.
- 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?

Workforce Tag is a team of trusted advisors who provide resources and technical assistance for small business and nonprofits to implement financial grants, develop grant dashboards, and communicate successful outcomes.

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

www.workforcetag.com



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!