

July 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 July to you!

The Mountain Plains MSDC's Staff has sprung into action for Q3 in 2023!

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



Thank you, Excel Energy our Clean Energy Sponsor, for your support and participation!

Kelli Hearon & Jennifer Cash

Thank you to American Facility Services Group our Diamond Sponsor for the Mountain Plains MSDC Annual Golf Tournament! We appreciate your support and generosity AFSG.



Ball Corporation our Gold Sponsor had a great time at the Mountain Plains MSDC annual golf tournament.

Dan Cosio, Ryan Aguirre, Jim Sipe & Al Toussaint



Market President, Belinda Hooks making opening announcements before the golf tournament.

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
- Leggett & Platt
- Mears Group
- Nelnet
- Pinnacol Assurance
- Prologis
- Softchoice
- UC Health
- Union Pacific
- University of Colorado
- VF Corporation
- Wholesale Associate Grocers
- Zivaro

Programming & Events from the Council



Professional Development Series

Creating Connections-Building Bridges...Together.

REGISTER TODAY!



Thursday, July 27



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



Zoom platform



Your Webinar Host

Carlos Mireles
Founder of Blu Bambu

Quitting To Succeed

How addressing this ONE obstacle will help you overcome stagnation and unlock your business growth!

Questions we will discuss:

- Why stagnation occurs.
- A strategy for overcoming it.
- A path to 5x your business.

FREE TO ATTEND

Virtual ONE hour program to help kick start your business!



CERTIFY | DEVELOP | CONNECT | ADVOCATE

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 program!

[REGISTER HERE](#)

**July Access to Opportunity Program
with
Burns & McDonnell**



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



Tuesday, July 25



10:00am-11:00am-MST
11:00am-12:00pm CST



Virtual-Microsoft
Teams Link

VIRTUAL ACCESS TO OPPORTUNITY



JOIN US-VIRTUAL PROGRAM

BURNS & MCDONNELL ACCESS TO OPPORTUNITY

"Hear from Business Diversity,
Procurement, and Project
Management."

Program Highlights Include:

- Overview & Introductions
- DEI At Burns & McDonnell
- How To Do Business with Burns & McDonnell

FREE TO ATTEND

ABOUT

BURNS & MCDONNELL

We design and build the tangible and intangible, everything you see (and don't see) that helps our cities thrive. We've worked relentlessly to make our clients and our communities successful since 1898, because we know safe, essential infrastructure is the foundation of a flourishing society.

Featured Speakers



Gregorio Salinas

Business Diversity Specialist



Yanfei Huff

Senior Purchaser



Ana Garcia

Project Specialist

CERTIFY | DEVELOP | CONNECT | ADVOCATE

Mountain Plains MSDC presents our monthly Access to Opportunity- July has a Virtual program with **Burns & McDonnell**.

Register and learn how to do business with Burns & McConnell on **Tuesday, July 25, 2023**.

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

[REGISTER HERE](#)

August 10th Access to Opportunity Program with Turner Construction

WWW.MPMSDC.ORG

VIRTUAL

ACCESS TO OPPORTUNITY

Creating Connections – Building Bridges...Together

REGISTER TODAY!

Thursday, August 10th

10:00am-11am-MST
11:00am-12pmCST

Virtual-Microsoft Teams Link

FREE TO ATTEND

Turner **TURNER CONSTRUCTION**
ACCESS TO OPPORTUNITY
Hear from Sr. Procurement Agent & Community & Citizenship Coordinator

Program Highlights include:

- Who We Are
- What We Do
- What It's Like Working With Turner
- Other Opportunities To Connect

Featured Speakers


Kyle Henry
Senior Procurement Agent


Chloe Bennion
Community & Citizenship Coordinator

ABOUT TURNER CONSTRUCTION

Turner is a North America-based, international construction services company and is a leading builder in diverse market segments. The company has earned recognition for undertaking large and complex projects, fostering innovation, embracing emerging technologies, and making a difference for their clients, employees and community. With a staff of over 10,000 employees, the company completes \$15 billion of construction on 1,500 projects each year. Turner offers clients the accessibility and support of a local firm with the stability and resources of a multi-national organization.

CERTIFY | DEVELOP | CONNECT | ADVOCATE

Mountain Plains MSDC presents our monthly Access to Opportunity- August has a Virtual program with **Turner Construction**.

Register and learn how to do business with Turner Construction on **Thursday, August 10, 2023**.

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

[REGISTER HERE](#)

LIVE
August 24th Access to Opportunity Program
with
The Colorado Rockies



 **LIVE**

WWW.MPMSDC.ORG



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!

 Thursday, August 24th

 11:00am-1:00pm

 Coors Field
2001 Blake Street
Denver, CO 80205

FREE TO ATTEND- FREE PARKING



JOIN US LIVE EVENT
COLORADO ROCKIES
How To Do Business

Hear from the Rockies Management Team

Agenda:

11:00a-12:00p-Panel Discussion

12:00p-1:00p-Lunch + Networking



Gary Lawrence

Senior Director,
Procurement



Al Wolfe

General Manager,
Aramark Sports +
Entertainment Coors
Field



Jose Nieto

Assistant Director,
Engineering & Projects

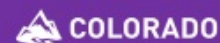


Dallas Davis

Director, Diversity,
Equity, Inclusion +
Recruiting

The panel discussion will focus on the procurement processes, strategies, and opportunities within the Colorado Rockies organization. During the panel, you will have the opportunity to engage with other esteemed professionals, including representatives of the Colorado Rockies management team. Together, we aim to foster collaboration, share best practices, and explore innovative approaches to procurement within the sports industry.

CERTIFY | DEVELOP | CONNECT | ADVOCATE



Mountain Plains MSDC presents our monthly Access to Opportunity-

August has a LIVE program with **the Colorado Rockies**

Register and learn how to do business with the Colorado Rockies on **Thursday, August 24, 2023.**

11:00am-1:00pm MST

[REGISTER HERE](#)

LUNCH WILL BE SERVED

**LIVE KSMO Business Opportunity Exchange
Friday, August 25, 2023
REGISTRATION WILL CLOSE ON August 16th**



Mountain Plains
Minority Supplier
Development Council

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

KCMO Business Opportunity Exchange

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.

Agenda:

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



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

**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.

CERTIFY | DEVELOP | CONNECT | ADVOCATE



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



SXS
Software Engineering
SERVICES



CERTIFY | DEVELOP | CONNECT | ADVOCATE

August 25, 2023

**Stay Connected with
the National Council!**

**There are many
events to attend each
month:**



NMSDC

National Minority Supplier
Development Council

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

(click on the logo/flyer for more information)



DENVER
PUBLIC
SCHOOLS

Business Diversity

2023 REVERSE TRADE FAIR

September 20th

9:00 am - 12:00 pm

Denver PPA Event Center
2105 Decatur Street
Denver, CO 80211

REGISTER TO EXHIBIT

REGISTER TO ATTEND

The Reverse Trade Fair (RTF) offers local diverse vendors an opportunity to participate in the largest connection event hosted for Construction trades in Denver Public Schools.

Agenda

7:00 am - 9:00 am: Exhibitor set-up
8:30 am: Registration opens
9:00 am: Exhibitor hall opens
12:00 pm: Exhibitor hall closes
12:00 pm - 1:00 pm: Exhibitor break down

Want guidance on how to maximize your time at the Reverse Trade Fair? Exhibitor training sessions start August 1st and are available leading up to the event.

VIEW AVAILABLE SESSIONS

Happens once a Year

Calling all primes and DPS decision makers! Are you looking for capable, qualified vendors in the Denver Metro Area?

You don't want to miss this event!

The purpose of this event is to showcase local talent and to help Denver business owners develop beneficial relationships with each other and learn about upcoming opportunities.

Connect
with Local
Businesses

Access to
Decision
Makers

<https://businessdiversity.dpsk12.org>

Central Region (AR, MS, KS, MO)

Deadline 7/18/23

<https://www.grants.gov/web/grants/view-opportunity.html?oppld=348245>

West Central Region (CO, NE, SD, UT, WY, ND)

Deadline 7/30/23

<https://www.grants.gov/web/grants/view-opportunity.html?oppld=348451>



The new SBA designated VBOC in Colorado will have their Grand Opening on July 20.

We are excited to announce that the Colorado Veteran Business Outreach Centers (VBOC) will host its official opening ceremony on Thursday, July 20, 2023. Please note the following details:

- Date: Thursday, July 20, 2023
- Time: 4:00 PM – 6:00 PM
- Location: Mt. Carmel Veterans Service Center
530 Communication Circe
Colorado Springs, CO 80905

You will find the “Save the Date” calendar invitation attached to this email. We will be hosting additional networking opportunities throughout the day. For more details about the Colorado VBOC, please visit our website at <https://www.veteranscenter.org/vboc/>. We look forward to celebrating this joyous occasion with you.



Veterans Business Outreach Center Program

Eligibility

-  Transitioning or active duty service member
-  Veteran of any era
-  National Guard or Reserve member
-  Military spouse

Top Reasons to Contact a VBOC

- You are thinking about small business ownership as a post-service career
- You could benefit from additional management expertise, mentorship, and access to capital and market opportunities
- You are preparing to apply for a Small Business Administration (SBA) backed loan or a federal contracting certification
- You need help creating your business plan

Additional Resources

Learn more or find your nearest VBOC at sba.gov/vboc

If you are an aspiring entrepreneur or small business owner seeking to start, grow, expand, or recover your business, a Veterans Business Outreach Center (VBOC) is your one-stop shop for training, counseling, resource partner referrals, and more.

VBOC Program Assistance and Services

Transition Assistance Programs

★ Boots to Business

The entrepreneurship track of the Department of Defense Transition Assistance Program offered on military installations worldwide

★ Boots to Business | Reboot

An extension of Boots to Business, delivering the same information and benefits to veterans, members of the National Guard and Reserves, and military spouses in more accessible off-base locations

Business training and workshops on topics such as

- Business planning
- Financing your business
- Small business and social media marketing
- Human resources and hiring

Business tools and resource referrals

- Connection to mentors
- Referrals to other partners and programs
- Preparation to engage SBA lending institutions
- Access to market research databases
- Application assistance for federal contracting certification program

Tailored business counseling and mentoring in-person and online



POWERED BY



U.S. Small Business Administration

The SBA HUBZone map changed on July 1, 2023. Check [the new HUBZone map](#) now to determine whether your principal office and employees are located in a HUBZone. Your firm's eligibility to participate in the program might be impacted if your principal office is located, or your employees reside, in an area that no longer qualifies as a HUBZone.

Every five years the HUBZone program is required to update the HUBZone designations to ensure the program continues to serve the communities that are most in need of assistance. Most areas stay the same but some change. The 2023 map will be updated again in July 2028 to reflect changes to Qualified Census Tracts (QCTs) and Qualified Non-Metropolitan Counties (QNMCS), in 2026 to reflect expiring Redesignated Areas, and throughout any year to reflect new and expiring Governor-designated covered areas and Qualified Disaster Areas as appropriate.

Certified HUBZone firms that are no longer eligible as of July 1, 2023, due to the map change may continue to participate in the HUBZone program through their following annual recertification. SBA is committed to helping all current HUBZone firms during this transition. For additional questions, contact your local

[SBA district office](#) or email the [HUBZone Help Desk](#).



Meet the Buyers event with GSA's NE Small Projects Acquisitions

Meet the Buyers event with GSA's NE Small Projects Acquisition scheduled for Friday August 4, 2023 from 9:00am - 11:00am.

The first hour will consist of a presentation regarding soliciting construction projects to support GSA's federal buildings located in Nebraska.

The second hour will be a networking session between small business, General Contractors and GSA Acquisitions.

Here is the registration

page: <https://nbdc.ecenterdirect.com/events/9874>

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.



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.

[REGISTER HERE](#)

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](#)

Turner + YOU



COME JOIN US!

TURNER SCHOOL OF CONSTRUCTION MANAGEMENT

WHEN

Sept 6 - Nov 15
Every Wednesday
3:00pm - 5:00pm

WHERE

Turner Office
1220 Washington Street
Suite 100
Kansas City, MO 64105

APPLY TODAY



Applications
close Aug 18th

Apply today to participate in this free program, designed to prepare **minority-owned, black-owned, women-owned, veteran-owned, disadvantaged, disabled, LGBTQ, and small business contractors** for future business opportunities. Gain insights and meaningful tools to help you target your business for quality and growth while developing strategic business relationships. Each class is unique and taught by some of the best professionals in this industry.

If you have any questions about TSCM or the application, please contact at Kristina Iyamu at kiyamu@tcco.com.

Turner School of Construction Management 2023

The program is in-person in Kansas City, MO, so if you know of any local contractors that may be interested, please let me know. Applications are now open until August 18th. More information attached and at our website www.tscmkc.com.

UNIVERSITY OF
Nebraska[®]
System

As the Vice Chancellor of Diversity and Inclusion at the University of Nebraska-Lincoln, I am excited to share this opportunity with you on behalf of the Office of Diversity and Inclusion and the NU System Procurement Services.

Our office is hosting informational sessions on how to become registered vendors with the University of Nebraska. We are alerting businesses who might have an interest in how the University supports minority, women, and veteran-owned businesses. This is important because becoming a vendor will allow business to participate in events, showcases, cultural celebrations, and more on campus. Inclusive

excellence is a major strategic goal of ours and welcoming participation from all is key.

- Session 1: July 25th from 5-6PM in the Nebraska Union, Chimney Rock Room at 1400 R St, Lincoln, NE 68588
- Session 2: July 26th from 12-1PM in the Nebraska Union, Chimney Rock Room at 1400 R St, Lincoln, NE 68588.
- Or virtually at go.unl.edu/unlvendorworkshop.

How can businesses register and when is the deadline?

Businesses should register for one of the in-person or virtual sessions by July 21 at go.unl.edu/vendorsignup.

We appreciate your support in spreading the word about this important event. Please contact our office at diversity@unl.edu regarding any questions. Together, we can foster a more inclusive and diverse community at the University of Nebraska – Lincoln.



DEN's Business Development Training Academy Concourse 100 is back, and registration is now open.

Denver International Airport (DEN) has created a **nine-week Business Development Training Academy (BDTA) Program** designed a 360-degree approach to successfully working at DEN.

We are now accepting applications for Concourse 100 an entry level for the Architect / Engineer / Construction industry.

Go to our **BDTA page** for an outline of the program, submit your application today. Email us if you have any questions at DENTrainingAcademy@flydenver.com.

Deadline is July 20, 2023

LEGAL DISCLAIMER

Participation is not required to be awarded a contract or subcontract work at DEN, and participation does not guarantee the award of any contract or subcontract work at DEN.

Meet the Buyer (GSA, NASA, Navy) and Industry Day Opportunities

1. Small Disadvantages Businesses (SDBs)...Step Up and Do Business with (NASA)- July 20, 2023

Event Description- The NASA Office of Small Business Programs (OSBP) is pleased to announce its upcoming virtual event: Small Disadvantaged Businesses (SDBs)...Step Up and Do Business with NASA. **The virtual outreach and networking event takes place on Thursday, July 20, 2023, from 9:00 a.m. – 3:00 p.m.** Attendees will hear from agency programs and learn about procurement opportunities and resources at NASA and throughout the federal government. This event will unpack how to engage with the agency strategically and successfully. The educational session will share knowledge on how SDBs can “step up” and do business with NASA, offer guidance to successfully engage with agency partners, and provide in-depth instructions on how to certify as an SDB, in order to leverage non-traditional and emerging opportunities to grow their federal business. Attendees can also look forward to receiving an exclusive demo of the brand-new NASA Vendor Database.

NASA Event Registration Link- <https://www.eventbrite.com/e/small-disadvantaged-businesses-step-up-and-do-business-with-nasa-registration-647397361937?aff=ebdshpsearchautocomplete>

1. ChallengeHER: Chicago- July 27, 2023

Event Description- ChallengeHER works specifically with Women-Owned Small Businesses to assist in leveraging federal awards, learning the federal procurement process, and connecting with the right people. With this knowledge, you are much better positioned to grow your business and increase your revenue.

Event Registration Link- <https://www.eventbrite.com/e/challengeher-chicago-tickets-642962577377>

1. Doing Business with the General Services Administration (GSA)- 8/4/2023

Event Description- Join the NBDC APEX Accelerator and the General Services Administration (GSA) for a morning event focused on doing business with GSA. Attendees will learn more about the agency including information on how and what they purchase and tips and tricks for doing business with them. There will be time built in for attendees to discuss, ask questions, and meet with other businesses. Representatives from GSA like contracting officers and project managers will be in participation.

Event GSA Event Registration

Link- <https://nbdcenterdirect.com/events/9874>

1. Omaha Navy Week 2023 – Doing Business with the Department of Navy (DON)- 8/23/2023

Event Description- Join the Nebraska Business Development Center (NBDC) APEX Accelerator and the Nebraska Indian Community College (NICC) APEX Accelerator (formerly known as Procurement Technical Assistance Center - PTAC) as they welcome Mr. Daniel Mahan, Deputy of Small Business, Department of the Navy (DON) Naval Surface Warfare Center (NSWC) Port Hueneme Division (PHD) to the Omaha and Lincoln area. During this event, small businesses will receive information on the following topics:

- Department of the Navy Office of Small Business Programs' Achievements and Goals
- The DON OSBP Mentor-Protégé Program
- Preparing for the DON procurement process
- Resources and assistance to help small businesses.

Event Registration Link- <https://www.eventbrite.com/e/omaha-navy-week-2023-tickets-653927784607?aff=oddtcreator>

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

MBEIC Annual All-Hands

The MBEIC held their hybrid annual All-Hands meeting on June 14, 2023. The event was hosted at the Kiewit Regional Headquarters in Lone Tree, CO. The event was well received by local MBEs, Corporate & Strategic Partners, along with MBEs and partners alike who attended on-line.

The theme was "Pathways to Opportunities," which was highlighted in every aspect of the program. National MBEIC Chairman Carlton Oneal charged MBEs to stay involved, take advantage of local and national business opportunities and to be ambassadors of the Council whenever possible.

The keynote speaker (Tanya Davis, Denver International Airport) inspired the audience to approach business growth systematically, to engage in team opportunities as often as possible, and to stay flexible to allow for the most collaboration.

The panel discussion of seasoned MBEs was a highlight to everyone attending. Claudia Samuel (Samuel Engineering), Micah Ferguson (FBS), and Lauren Grosh (Sky Blue Builders). Moderated by Lisa Y. Jones (Financially Awakened, LLC), the panel shared many tough decisions they made in the first few years of their business. Access to capital, the importance of understanding business financials and trusting your intuition were the top 3 lessons learned that resonated with the audience.

The event ended with networking over lunch.

The MBEIC looks forward to other networking and education opportunities across the entire Mountain Plains region.



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

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

Aspects of a Compelling Capability Statement

Whether you've been around a while, or are just entering the world of government contracting, you have probably gotten this question: "Do you have a capability statement?" Capability statements are one to two-page resumes for your company, used to attract buyers by proving your experience, showing your professionalism, and explaining



Melia Ingham
Technical Writer

how your mission aligns with their goals. So, let's discuss what goes into making a great capability statement that will set you apart from your competitors!

Visual aspects: a capability statement should be both visually appealing and informative. Find the balance between paragraphs, bullet points and photos so you can efficiently draw your reader's attention to crucial information about your company. Include your logo and company name at the top of the page, as well as a visually pleasing image related to the services you provide. Choose a color scheme of no more than three shades for a clean, engaging statement. Different colored text boxes are also an effective way to break up your sections. Instead of simply listing your certifications, consider including their logo at the bottom of the page. Pay attention to the spacing between sections, as well as the clarity of your images. By the end, your capability statement should look sharp and uncluttered.

Subject matter: the subject matter of your capability statement should be relevant and clear. Use your limited space on the page to show the reader your unique strengths as a business. For example, say you would like to draw your reader's attention to your company's customer service abilities. Do not simply state that you are "dedicated to providing quality service." Instead, briefly describe the business models you have in place to ensure quality service. Some sections to include are services, mission statement, NAICS codes, past projects or experience, about the founder and contact information. Use your color scheme to separate these sections on the page and remember to include a mix between bullet points and paragraphs, both of which should be clear and stick to the point. Help your reader understand exactly what your company does.

Those are some basic steps to creating a solid capability statement. And remember to update your statement as your company grows!



Carlene Johns
MBDA Grant Program Assistant

Denver MBDA Business Center

6025 S. Quebec St., Suite 135
Centennial, CO 80111
720-458-1652

July MBE Spotlight



Company Name:
SOS Staffing

Owner Name:
Ruth Hollins

Company Description:

Why SOS?

We know that you have lots of choices when looking to fill your healthcare staffing needs. SOS Healthcare has over 30 years' experience working with local markets in helping with nursing and allied health needs with the focus on being flexible, high-quality patient care, and working to keep our costs down so our client's benefit.

We compete with larger firms by lavishing our clients with personal attention and high-quality staff. Our office staff works diligently to place the people you need when you need them. And you are never more than a phone call away from answers to your questions, concerns or special requests. No matter whom you call at SOS, you'll get immediate attention and a quick response.

Technology and performance

For over 30 years we've been assisting our clients 24/7 with their temporary and permanent medical staffing needs. The key to our performance is satisfying your staffing needs with talented, dedicated and professional nurses and allied health professionals. We use web-based staffing software to manage the administrative details of identifying, matching, paying, billing and managing our medical professionals.

The Joint Commission's Health Care Staffing Services Certification

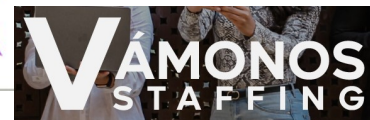
SOS Healthcare Staffing is certified by the Joint Commissions for Health Care Staffing Services, so you can rest easy knowing you are working with a company you can trust.

The Joint Commission's Health Care Staffing Services (JHCSS) Certification program provides an independent, comprehensive evaluation of a staffing firm's ability to provide qualified and competent staffing services. Re-certification reviews are unannounced and are conducted on-site every other year. The review focuses on a firm's ability to provide competent staffing services and evaluates performance, continuing education and training, placement criteria, and other areas. With more than 30 years of experience, SOS Healthcare Staffing's workforce solutions ensure that you have the right people with the right skills in the right place, performing at the highest levels.

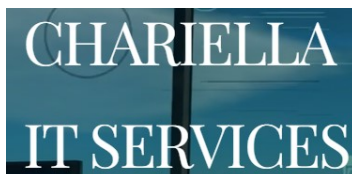
Website:

[Company Website](#)

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



Spirit High Pc



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

July 2023 Tag Talks

Workforce TAG guides you through the many stages of managing a new grant award in a way that results in success. You have the check, now what? Where do you start?

These are key considerations on your next steps:

- **Contracts:** When you are given notice of your award, there may be additional steps or documents that will need to be prepared. Be sure you fully adhere to the criteria and due date. There can be a required contract that will be written up to provide the details on your proposal, scope of work and have both parties agree to the terms. If you do not have an attorney on staff, it is recommended that you schedule time for this important review. You want to all be on the same page.
- **Budget/Fiscal:** What is your award amount and how is the budget set up? What is included for staff, project, and other elements? How will your budget be managed and who will have the fiscal responsibility for tracking expenses, as needed?
- **Staff:** Do you have positions that will manage your project, or will you need to hire? Is this a permanent or limited position?
- **Start-up/implementation planning:** It is important to set up the initial planning meeting with staff as soon as possible. The project may require a series of meetings, depending on the size and scope. Include your partners as needed, whether this is another business, community organization, and/or industry leaders. Lay out your timeline for implementation and the project,

from beginning to end. Ensure this work aligns with your scope or, basically, what you said you would do for the money!

· Reporting: Is there a requirement? What is the frequency? Is there a report template? If not, determine who your audience is and what they need to know. Stick with information that aligns with your scope of work, or what you said you would do if you received the award.

· Communication, media, community: It will be important to share this great news with your customers. What about the community? How will you do that? Social media provides multiple approaches. What about the local news media? Generally, the organization that gives the awards may have marketing criteria already established. This could include details on the grant and its purpose, identifying the key players, and sharing the impact to the community. Ask questions, as needed, from your awarding organization.

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!