## August 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.

> Executive Vice President's Corner



## Belinda Hooks Mountain Plains MSDC Executive Vice President

#### Greetings and Happy August to you!

As the sun continues to shine its brightest and the temperature rises, we find ourselves diving headfirst into the delightful "Dog Days of Summer." We hope you're all savoring the joys of this warm season, whether it's lounging by the pool, enjoying picnics, or simply basking in the sunshine.

We want to express our heartfelt gratitude to all those who joined us at the exclusive VIP luncheon held at the charming Maggiano's. Your presence truly made it an unforgettable gathering, filled with camaraderie and shared laughter. Your support and enthusiasm continue to inspire us as we gear up for an exciting journey ahead.

With the third and fourth quarters just around the corner, we're already hard at work crafting engaging and enriching programs that promise to keep you entertained and engaged. Expect nothing less than excellence as we bring you captivating experiences that will leave you craving for more.

Mark your calendars, because we've got some extraordinary events lined up! Our signature series will be making its way to the heartland of Kansas, the picturesque landscapes of Nebraska, and the breathtaking expanses of Colorado. These upcoming gatherings are your passport to unforgettable moments, connections, and memories.

Stay tuned for more updates, sneak peeks, and invitations. Let's come together and make these upcoming events the highlight of our year. After all, life is meant to be lived to the fullest, especially when surrounded by friends and fellow enthusiasts.

Embrace the warmth, embrace the camaraderie, and let's make this summer one for the books!

Belinda Hooks Mountain Plains MSDC Executive Vice President

### Get Connected. Stay Connected. Be Connected!





Mountain Plains MSDC Executive Vice President, Belinda Hooks with Bellco Board of Director, Walker Fleming.



Giving our Board of Director and MBEIC Co Chair, Ivan Burwell the floor to congratulate our MBE University graduates.



Thank you, to our Board of Directors in attendance, Denika Dwyer, Murugan Palani, Ivan Burwell, Dan Cosio & Stan Sena as they congratulated our Colorado MBE University graduates.



President & CEO of Mountain Plains MSDC, Stan Sena enjoying the luncheon with our MBEs and Corporate members.

## **Programming & Events from the Council**

August Access to Opportunity Program with Swinerton



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

Register and learn how to do business with Swinerton on**Tuesday**, **August 29th 2023**.

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

## **REGISTER HERE**

## LAST CHANGE TO REGISTER LIVE August 24th Access to Opportunity Program with The Colorado Rockies



#### CERTIFY | DEVELOP | CONNECT | ADVOCATE

🚕 COLORADO

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 \*\*\*Raffle Prizes\*\*\*

Stay informed about the latest events and engagements organized by the National Minority Supplier Development Council (NMSDC). If you're eager to expand your network, gain valuable insights, and connect with industry leaders, look no further!

To discover a diverse range of upcoming events and to secure your spot, we invite you to click on the NMSDC Events Calendar. This invaluable resource is your gateway to a world of professional growth, innovation, and collaboration within the NMSDC community.



Stay Connected with the National Council!

There are many events to attend each month:



Stay informed on what our strategic partners and friends of the MPMSDC are doing!

COMMUNITY NEWS & EVENTS from our STRATEGIC PARTNERS & CORPORATE MEMBERS

(Click on the logo/flyer below for

## more information)



## Women's Business Summit

with

#### **Michael Barrera**

District Director, Kansas City Office at U.S. Small Business Administration Judy Bumpus Director of Client Services, Kansas City Women's Business Center Tiffany Frost Director, New Growth Women's Business Center Brande Stitt Program Director, Kansas City Women's Business Center





Join us for a half day summit celebrating women business owners and aspiring business owners (**Agenda on pg 2**). We'll share tips on how to start a business, fund your business and grow your business.

We will also highlight the entrepreneurial story of Kansas City entrepreneur, Jeanette Prenger, Founder and CEO of ECCO Select.

> Thursday, August 24 8:00am - 12:00pm Metropolitan Community College, Penn Valley (3200 Broadway, Kansas City, MO 64111)

**REGISTER TODAY!** IN-PERSON SPACE IS LIMITED TO 75 PPL

In-Person

<u>Virtual</u>









**Michael Barrera** 

**Judy Bumpus** 

**Tiffany Frost** 

Brande Sti



Jeanette Prenger

## Agenda for Thursday, August 24th

8:00am - Continental breakfast/networking 8:45am - Welcome Remarks - Michael Barrera, District Director, KC District Office, SBA 9:00am - Keynote Presentation - Jeanette Prenger, Founder & CEO, ECCO Select 9:30am - Steps to Starting a Business 10:15am - Funding Your Business 11:00am - WBE/MBE Certification 11:30am - The Business of Child Care 11:55am - Closing Remarks

# POWERED BY SBA

U.S. Small Business Administration The SBA HUBZone map changed on July 1, 2023. Check <u>the new</u> <u>HUBZone map</u> 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

<u>SBA district office</u> or email the <u>HUBZone Help Desk</u>.



Upcoming Dates for KC Connects will be:

- 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

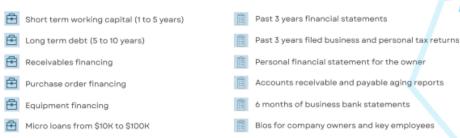
We envision a thriving economy with equitable capital access for business owners of color, including eliminating the racial wealth gap.



#### OFFERINGS

#### LOAN TYPES

#### GENERAL REQUIREMENTS



#### 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

## LEARN. CONNECT. FREE, 9-SESSION

PROGRAM

LOCATION Classes will be held in-person at Turner Construction Company's Springfield Warehouse

#### Schedule

Welcome reception September 9 Classes on Tuesday/Thursday September 12-October 19th; 4-6pm

#### Curriculum

- · Business Acumen / Safety
- · Marketing and Business Development
- Banking and Construction Accounting
- Contract Risk Management & Procurement
- Insurance & Bonding
- Estimating
- Project Management
- · Scheduling and Field Operations



## TURNER SCHOOL OF CONSTRUCTION MANAGEMENT

#### **Program Background**

The Turner School of Construction Management (TSCM) for minorityowned, black-owned, women-owned, veteran-owned, disadvantaged, disabled, LGBTQ, and small business contractors is one of the most prestigious education and community outreach programs in the commercial construction industry. Initiated in 1969, the program has become an opportunity for firms to improve their economic viability by enhancing their managerial, technical and administrative skills, as well as develop strategic business relationships throughout the industry. Today, Turner School is offered in more than 30 of Turner's offices nationwide.

#### The TSCM Advantage

Attending the Turner School of Construction Management provides the opportunity to:

- Develop a relationship with Turner and learn how to do business with a larger general contractor
- · Develop a relationship with the partners of Turner School
- · Enhance your managerial, technical and administrative expertise
- Learn how to make your company more visible to larger contractors in order to be more competitive for winning subcontracts

#### Requirements

- · Currently in business for at least three years
- · Must be a construction-related business
- Must be certified as a minority-owned, women-owned, veteranowned, disadvantaged, or LGBTQ business or currently seeking or exploring certification

#### Application Deadline: August 18th

To apply, click here.

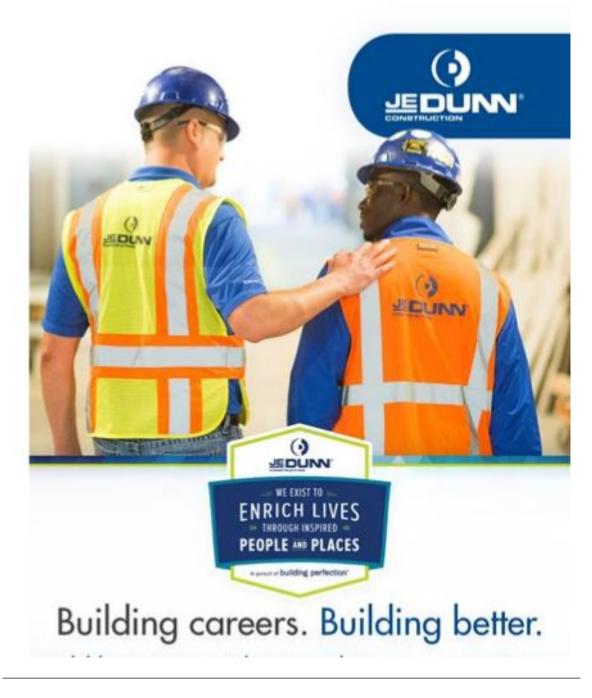
#### **Questions?**

Quinn Texmo, Community & Citizenship Manager: qtexmo@tcco.com





## 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 +

## COME JOIN US! TURNER SCHOOL OF NSTRUCTION MANAGEMENT

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

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



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 lyamu 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 18<sup>th</sup>. More information attached and at our website www.tscmkc.com.

Business Development Training Academy **Concourse 100** 

**NOW ACCEPTING APPLICATIONS** 

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

 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-navyweek-2023-tickets-653927784607?aff=oddtdtcreator

## **2023 MBEIC UPDATES**

## 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 NMSDCcertified 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**

COVID changed networking. Before COVID, we gave no thought to handshakes and handhelds. It was all a part of the art of networking. Then COVID forced virtual networking. And while we all got used to it, there were certainly limitations. Now, we are fortunate enough to be able to be face to face again. That means it's time to shift back into gathering in person.

1. New MBEs and new Corporate members. The Council has experienced an incredible amount of growth post-COVID. You are

missing out on this growth by not attending. Your next big contract could easily come from an introduction from one of these new faces.

2. Overcome the "Out Of Sight, Out Of Mind"

**Syndrome.** Unfortunately, it's true. When people don't see you, they don't remember you. The leads that were hot three years ago are cold now. Begin to warm them up by re-engaging in person.

3. We want to see you! Seriously, come join us. Everyone is looking forward to re-engaging with you and your business.

#### Click here for the updated list of

events. Pick one (or all) and we'll see you soon.

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 federallyfunded 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

#### Small Business: August 2023 Edition Supporting Minority Owned Business Year Roud By Andra Hargrave- Director MBDA

According to the Minority Business Development Agencies, "All Minority Owned Firms Fact Sheet," there has been a steady increase in minorityowned businesses in the United States, with 5.8 million minority-owned firms in 2007, and 9.7 million minority-owned firms by 2018, more than 118 thousand of which were located in Colorado.

Although we are seeing a steady increase over time, minority-owned businesses are still being disproportionately affected after economic fluctuations and by reduced access to capital. In the beginning of the COVID-19 pandemic, from February to April 2020, reportedly 41% of Blackowned businesses closed, according to the National Bureau of Economic Research. In addition to facing economic disparities, Minority Business Enterprises (MBEs) are frequently given smaller loans and are subject to higher rejection rates, says a Bated & Robb (2016) study.

Throughout the year, there are times when minority-owned (specifically Black-owned) businesses receive a higher influx of traffic and recognition than others... According to Google Trends, searches for "Black-Owned Businesses" in the United States remain relatively consistent throughout the year and skyrocket during the month of February and around June 19th. Although it is important to support Black-owned businesses while celebrating Black History Month and recognizing the historical significance of Juneteenth, Google Trends shows that searches drastically decrease with the passing days of February and as soon as June 25, only six days after Juneteenth.

By intentionally supporting Minority Business Enterprises across the United States year-round,



Melia Ingham Technical Writer



Carlene Johns MBDA Grant Program Assistant



**Angel Cardon** 

**Procurement Technical Writer** 

we can help MBEs flourish despite facing innumerable obstacles, ultimately leading to healthier local economies, job-creation, the advancement of underserved communities, and countless other benefits that strengthen the United States economy.

## **Denver MBDA Business Center**

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

## August MBE Spotlight





**Company Name:** Extra Hands Services Inc.

**Owner Name:** Ailene Hartz & James Davis

**Company Description:** 

Why Extra Hands Services

#### Your Award-Winning Kansas Commercial Cleaning Specialist

The team here at Extra Hands Services brings talent, experience, and commitment to each commercial cleaning job they undertake. Since 2008, the company has delivered expertlydesigned, precise cleaning solutions to a broad spectrum of clients. Each solution we provide has been uniquely created to assure measurable results that provide a clear ROI for our clientele. We understand the facility challenges faced by today's business leaders in the medical, food service, pharmaceutical, manufacturing, and distribution industries. With this understanding we are able to combine awardwinning services with a comprehensive management strategy that meets those challenges effectively. We truly love working in the janitorial service industry. EHS can be trusted to provide customized services that set the standard for guality within the commercial

cleaning industry. Our services range from basic one-day janitorial service to a comprehensive, facilitywide solution seven days a week.

#### Flexibility for your Last Minute Cleaning Requirements

Cleaning challenges can occur at any time. For those who must keep a spotless image in an ever-more competitive business landscape, these challenges must be met with experienced professionalism. That's why many business leaders choose EHS. Here's how we stand out from the crowd:

## Experience for Quick & Effective Responses

As an experienced provider of quality janitorial services to clients across Kansas and Missouri, the team at EHS understands that cleaning requirements can arise at the last-minute, and on short-notice. Our experienced team of cleaning specialists have the industry training and comprehensive understanding to respond to such last-minute requirements with complete effectiveness.

#### **Cost Effective Expertise**

We also know that there isn't always room in a company's budget for high priced cleaning operations. So we offer exceptional pricing flexibility to ensure that clients can remain well within their budgetary parameters when partnering with us.

<u>Contact us</u> today and tell us how we can help your facility shine.

Website:

Company Website



#### ~~MBE NEWS~~MBE NEWS~~MBE NEWS~~

As you may be aware, NMSDC is in the midst of transforming its business operations to better serve its constituent stakeholders - MBEs, Corporate Members and National/Regional Council staff. To support this transformation, NMSDC is taking a significant leap forward to modernize its technology infrastructure with a goal to provide a superior user experience for its corporate members and certified MBEs. NMSDC has chosen the Zoho CRM platform to be its new customer relationship management (CRM) platform. Helping NMSDC implement this platform will be one of our own MBEs. We are excited to announce that iDatalytics LLC, and Mountain Plains MSDC-certified MBE, has been selected as the technology partner and systems integrator to ensure a seamless implementation of this transformative platform.

The adoption of the Zoho CRM will serve two key purposes. Firstly, it will facilitate the consolidation of data, empowering NMSDC and its partners with timely, relevant information to make informed decisions that drive business success. Secondly, it endeavors to enhance NMSDC's existing processes, delivering improved services to our regional affiliate councils and corporate members, while aligning its efforts to assist in accomplishing NMSDC's audacious goal of achieving \$1 trillion in annual revenue for certified MBEs.

This undertaking forms an integral part of NMSDC's broader organizational transformation strategy, dedicated to cultivating a more agile and efficient organization capable of propelling MBE growth.

#### On behalf of MPMSDC we would like to congratulate iDatalytics LLC!

## WELCOME MPMSDC NEWLY CERTIFIED MBEs Welcome our Newest MBEs Click on each logo for website information!

## **BOSSED UP**



## **Mountain Plains MSDC Board of Directors**

## To meet our entire Board of Directors 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.

**NEW Council Team Member** 

We would like to extend a warmwelcome



to, **Dr. Muntaha Bani Hani Ph.D**. She has joined us as our Director of Training and Development. Dr. Bani Hani brings a wealth of experience and expertise to this field, and we are thrilled to have her on board. She will be based out of our Nebraska location and will undoubtedly contribute significantly to our mission of fostering growth and development among MBEs.

#### \*\*\*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

#### August 2023 Tag Talks

Workforce TAG guides you through the many stages of managing a new grant award in a way that results in success. This month our discussion is about dashboards. What is a grant dashboard?

Grant dashboard is specifically designed to help organizations monitor and control the various aspects of grants they have applied for or received. It simplifies the complexities of grant management by presenting key information and metrics in a user-friendly format, enabling organizations to make informed decisions and ensure compliance with grant requirements. It's a vehicle to "tell your story".

#### Key criteria.

1. Performance Metrics: The dashboard offers key performance indicators (KPIs) to measure the effectiveness of grant-funded projects. Metrics such as project milestones achieved, impact assessments, and progress towards objectives can be visualized.

2. Compliance Monitoring: Businesses need to adhere to specific terms and conditions when utilizing grant funds. The dashboard helps in monitoring compliance requirements, deadlines, and reporting obligations.

3. Financial Management: This helps businesses monitor grant budgets, expenditures, and funds allocation. It can display real-time financial data and highlight any discrepancies between planned and actual spending.

4. Data Visualization: Utilizing charts, graphs, and other visual

representations, the dashboard presents complex grant data in a simplified manner, making it easier to interpret and analyze.

Important considerations when planning:

· Know your grant proposal including sub-recipients.

o What is your project about? Who are your partners? How will you collaborate?

 $\cdot$  Know your required grant metrics.

o Will the outcomes be data or activity driven? Is your intent to measure specific data and/or participants?

o Are you working on deliverables such as creating a new program or project?· Know your ability to be sustainable for reporting purposes.

o What is required to complete your dashboard? Will you use a software system or platform and is there a cost?

o How will the information be gathered? Will your staff need special skills, or will these services need to be outsourced?

 $\cdot$  Know your full audience.

o Who will need this information and the frequency required?

o Is the dashboard strictly for your grantor or will you be sharing with staff, community partners, media, etc.?

For dashboard examples check out our website presentation. <u>Grant Dashboards - Part I Program Success Through Metrics and Operations</u> (squarespace.com)

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 <u>www.workforcetag.com</u>





## **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!

Mountain Plains Minority Supplier Development Council | 6025 S. Quebec St., Suite 135, Centennial, CO 80111

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