

**September 2023**

**Creating Connections-Building Bridges... Together**



## **Your monthly news & updates**

**Four Pillars of the MPMSDC**  
**Certify~~Connect~~Develop~~Advocate**

[Visit our Website](#)

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### **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](#)

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### **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.

**Executive Vice President's  
Corner**

Get Connected. Stay  
Connected. Be Connected!



**Belinda Hooks**  
**Mountain Plains MSDC**  
**Executive Vice President**



Greetings and Happy September to you!

We hope this message finds you well. In case you missed it, we recently hosted a successful KSMO Business Opportunity Exchange on Friday, August 25th at the Federal Reserve Bank of Kansas City. The event was a resounding success, featuring impressive attendance, informative workshops for both MBEs and Corporations, resource tables, and captivating speakers that enriched the entire program. The event was a hub of networking and collaboration, providing valuable opportunities for all participants.

Looking ahead, we're excited to announce our upcoming signature events:

Nebraska Business Opportunity Exchange Luncheon: Join us on **September 21st** at our MPMSDC Office in Bellevue, Nebraska, for this engaging event.

Colorado Business Opportunity Exchange: Mark your calendars for **October 13th**, as we'll be at the Ball Corporation for another exciting exchange.

You can find all the details on these events in the flyers attached in this newsletter below and on our website at [www.MPMSDC.org](http://www.MPMSDC.org).

As we approach the fourth quarter, the Mountain Plains MSDC leadership team and staff are working diligently to prepare for the Q4 Corporate Roundtable, featuring Class 4 MBE Zones, and the November KSMO Diversity Business Luncheon.

We also want to bring your attention to the upcoming 2023 NMSDC Conference & Exchange, which will be held in Baltimore from October 21st to October 25th. This year's conference promises to offer exceptional networking opportunities, compelling power talks, and impactful labs. To secure your spot, please visit the registration page at

<https://www.nmsdcconference.org/2023/register>.

We are excited about the events and opportunities on the horizon and look forward to your continued participation in our dynamic community.

Thank you for your ongoing support.

Belinda Hooks

Mountain Plains MSDC Executive Vice President



**Sunil Nair**, addressing the program as one of our Mountain Plains MSDC Board of Directors and also the Chair for the MBEIC Committee.



**Belinda Hooks**, Mountain Plains MSDC Executive Vice President giving her welcome remarks to all of our KSMO attendees.



**Stan Sena**, Mountain Plains MSDC President & CEO with the addressing Council Highlights & Overview.



**Lisa Y. Jones**, Mistress of Ceremony with her opening remarks! Thank you, Lisa, for being an outstanding hostess!



Thank you to all of our workshop facilitators that empowered our corporate members and MBEs with some great insights.



One of the many workshops that had everyone networking and getting some great ideas on moving business forward.



Thank you to all of our Mountain Plains MSDC staff members that organized and coordinated this event!  
Great job to:  
**Kevin Taylor, Nicie Smullen & Cindy Mallamo**



Networking MBEs are **Sunil Nair and Jon Alvarado**..it was GREAT to see you there!

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## Programming & Events from the Council

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**September Growth Empowerment Lunch & Learn**  
**Wednesday, September 13th**



Mountain Plains  
Minority Supplier  
Development Council

**REGISTER TODAY!**



Wednesday,  
September 13th



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



Microsoft Teams link  
will be sent to you.

# Growth Empowerment Series- September Lunch & Learn

Creating Connections-Building Bridges...Together



Your Webinar Host

**Whitney Rojo**

Financial Planning Coordinator

Lagerborg & Associates-  
Northwestern Mutual

**Webinar Title:**

**"What Keeps You Up At Night?"**

**A General Webinar for Business Owners**



**BIO:** Whitney Rojo is a Money Healer from Boulder, CO. She is all about... Love, Money and Liberation. RoJo and her team at Lagerborg & Associates focus on values to create a safe and sophisticated environment for our clients to thrive. Whitney specializes in holistic financial planning to create generational wealth and collective liberation.

**We're all about fueling your success, and this session promises to provide the necessary tools and knowledge to supercharge your business aspirations.**

**FREE TO ATTEND**

\*Uncover and prioritize key risks that may be causing those late-night worries.

\*Gain valuable insights into optimizing employee benefits to foster growth.

\*Explore exit planning strategies that pave the way for a secure business transition.

\*Discover how to safeguard your personal financial security while growing your venture.

\*Walk away with actionable steps tailored to YOUR business financial planning journey.

CERTIFY | DEVELOP | CONNECT | ADVOCATE

Mountain Plains MSDC presents our monthly Lunch & Learn!

Register today for this Wednesday, **September 12th** webinar!

12pm-1pm MST  
1pm-2 pm CST

**[REGISTER HERE](#)**

# LAST CHANGETO REGISTER

Virtual

MBE University 4th Cohort for Class 1 MBEs  
(12-week online course)



**MBE University**  
**4<sup>th</sup> Cohort** (12 weeks)  
Creating Connections – Building Bridges...Together

WWW.MPMSDC.ORG

**Mountain Plains**  
Minority Supplier  
Development Council

**REGISTER TODAY!**

**Starts:** Friday, September 15<sup>th</sup>  
**Ends:** December 15<sup>th</sup>

**10:00a-11:30a- MST**  
**11:00a-12:30p- CST**

**Microsoft Teams**

**Unlock Your Business Potential**

Partnering with the University of Nebraska, we present a transformative opportunity for Tier 1 certified minority-owned businesses like yours. This unique program is designed to foster growth and success.

**Your Virtual Council Moderator**

**Nicie Smullen**  
MBE Services Administrator  
Mountain Plains MSDC

**Program Highlights:**

- 12 Weekly Business Courses
- Expert-led Online Webinars
- Topics Include Growth Planning, Professional Selling, Financial Metrics, HR Strategies, Leadership Skills, Customer Relations
- Attendance is Required
- No Cost to Participants!

**Generously supported by:**  
**The Kauffman Foundation**  
**University of Nebraska**  
**Denver Public Schools**

Seize this chance to elevate your business. Register now!

CERTIFY | DEVELOP | CONNECT | ADVOCATE

Mountain Plains MSDC presents our 4th cohort of the MBE University.

Register today: Classes will be every Friday for 90 minutes for 12 weeks starting on Friday, September 15th,

10:00am-11:30am- MST

11:00am-12:30pm- CST

**[REGISTER HERE](#)**

REGISTER TODAY  
THURSDAY, SEPTEMBER 21st  
Nebraska Business Opportunity Exchange  
Luncheon!

**[REGISTER HERE!](#)**



**Mountain Plains  
Minority Supplier  
Development Council**

# Nebraska Business Opportunity Exchange- Luncheon

Creating Connections-Building Bridges...Together

**REGISTER TODAY!**



Thursday, September 21<sup>st</sup>



9:30a-10:00a- Check In  
10:00a-1:00pm CST



1311 Fort Crook Road  
South  
Suite 104  
Bellevue, NE 68005

**Free to Attend**

**Free Parking**

Get ready for an exciting adventure! 🌟

This LIVE event is a game-changer for Nebraska-based Minority Business Enterprises (MBEs) and Corporate Members. It's your chance to supercharge your networking and collaboration potential.

Imagine a world where new business opportunities are just around the corner, and connections flow like a lively river. That's exactly what this event offers. It's the ultimate platform to connect, engage, and expand your business horizons.

Who's invited? Corporate Members, Supplier Diversity Pros, Category Managers, Procurement Pros, and Supply Chain Specialists – it's your time to shine!

Don't miss out on this thrilling opportunity.

Register now and get ready for an event that will leave you inspired and connected like never before.

We can't wait to welcome you. See you there!

The Business Opportunity Exchange (BOE) is the ultimate hub for minority supplier development and corporate engagement. Top corporate CEOs, procurement leaders, and supplier diversity pros from national and regional companies come together to connect with certified MBEs across our Council affiliate states: Kansas, Nebraska, Western Missouri, and Colorado.

**Agenda:**

- Morning & Luncheon Speakers
- Conference to Highlight the Nebraska Market
- Professional Development Workshops
- Vendor Resource Tables
- Networking
- Door Prizes

**This is where opportunities ignite! Don't miss out—join us at the BOE and be part of this exciting journey toward business excellence.**

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THANK YOU TO OUR  
VALUED SPONSORS  
TO DATE

WWW.MPMSDC.ORG



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**Kiewit**



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WWW.MPMSDC.ORG



Creating Connections-Building Bridges... Together

**ZONES**

First Choice for IT™



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**REGISTER TODAY  
FRIDAY, OCTOBER 13th  
Colorado Business Opportunity Exchange!**

**[REGISTER HERE!](#)**



Mountain Plains  
Minority Supplier  
Development Council

**REGISTER TODAY!**



Friday, October 13th



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



Ball Corporation  
9300 West 108<sup>th</sup> Cir  
Westminster, CO 80021

# Colorado Business Opportunity Exchange

Creating Connections-Building Bridges...Together

**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.**

Join us at this must-attend LIVE event for Colorado-based Minority Business Enterprises (MBEs) and Corporate Members. Network, collaborate, and seize fresh business prospects. Open to Corporate Members, Supplier Diversity Professionals, Category Managers/Buyers, Procurement Personnel, and Supply Chain Managers/Specialists. Don't miss out—expand your business horizons with us!

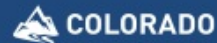
See you there!

**FREE TO ATTEND!**

**Join us at the Colorado Business Opportunity Exchange hosted by Ball Corporation!**



CERTIFY | DEVELOP | CONNECT | ADVOCATE



# THANK YOU TO OUR VALUED SPONSORS TO DATE



Connections-Building Bridges...Together

Thank you to our Host  
**Ball Corporation**



CERTIFY | DEVELOP | CONNECT | ADVOCATE



# THANK YOU TO OUR VALUED SPONSORS TO DATE



Connections-Building Bridges...Together

Thank you to our Host  
**Ball Corporation**



CERTIFY | DEVELOP | CONNECT | ADVOCATE



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!



**NMSDC**

National Minority Supplier  
Development Council

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

**Events Calendar**

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**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)**



**Information about the Hispanic Contractors of Colorado (HCC) please find below a link with you where you can find more information about how to become a member, which will give you access to our classes and events at a discounted rate as well as access to our newsletter where you will find valuable information about companies in the area and what's happening**

around the construction industry in general:

#### HCC - Membership Information

I would also like to share with you information about our upcoming events for HCC and the Contractor Academy (CA), along with the links for registration so you can share with friends and colleagues. Please note that you don't have to be a member to assist to any of our trainings and events:

- September 14, 2023 - Casino Night - [Register HERE](#)
- September 16, 2023 - Contractor Academy Class: [The Power of Safety "From Saving Lives to Saving Money"](#)
- September 20, 2023 - Tradeshow A/E/C - [Register HERE](#)
- September 26, 2023 - Contractor Academy Class: [How to Read Contracts \(This class will be held in Spanish\)](#)
- October 5, 2023 - Clay Sporting Event - [Register HERE](#)

Please let us know if you have questions, I look forward to seeing you again at one of our events soon!

# Turner

Upcoming Dates for KC Connects will be:

- 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](#)

# Turner

## INVITATION TO BID CALLING ALL KANSAS/MISSOURI MBEs

Please see attached invitation to bid for the Community Builders of Kansas City Offices at Overlook project. Please note, this the second release of packages and includes all remaining scopes of work: *General Trades, Arch Woodwork, Roofing and Sheet Metal, Waterproofing & Joint Sealants, Metal Panels, Doors, Frames, Hardware, Glass and Glazing,*

*Framing/Drywall, Carpet, VCT, Base, Ceramic Tile, Painting and Wallcovering, Terrazzo, Wood Flooring, Specialties, Signage, Food Service Equipment/Appliances, Window Treatment, Elevators, Fire Suppression, Asphalt Paving, Site Concrete, Final Cleaning, and Landscaping.*

Invitation to Bid

Turner Construction/KAI is soliciting bids from interested bidders, to include KCMO certified Minority Business Enterprises (MBE) and Women-Owned Business Enterprises (WBE), for the Offices at Overlook project located at 2801 Swope Parkway, Kansas City, MO 64130.

The Offices at Overlook project is a new construction three-story, Class A commercial core/shell office building. Phase 1 and 2 have been completed for much of the site work, and the early release bid packages (Structural packages and MEP packages) were released in August 2023.

This invitation is for the remaining packages: General Trades, Arch Woodwork, Roofing and Sheet Metal, Waterproofing & Joint Sealants, Metal Panels, Doors, Frames, Hardware, Glass and Glazing, Framing/Drywall, Carpet, VCT, Base, Ceramic Tile, Painting and Wallcovering, Terrazzo, Wood Flooring, Specialties, Signage, Food Service Equipment/Appliances, Window Treatment, Elevators, Fire Suppression, Asphalt Paving, Site Concrete, Final Cleaning, and Landscaping.

KCMO Certified Project Participation Goals:

- Minority Business Enterprise (MBE) Participation: 15%
- Women-Owned Business Enterprise (WBE) Participation: 15%

Bidding documents will be issued with bid invitation via Building Connected. Please contact Eric Lynch at 510-682-0919 or [elynch@tcco.com](mailto:elynch@tcco.com) with any scope or project specific questions.

Proposals are due by 2:00 PM on Tuesday, October 10, 2023. All proposals shall be in accordance with plans and specifications as prepared by Helix Architecture. Proposals are to be submitted via Building Connected.





Registration is now live for our collaborative  
**Construction Inclusion Week event on 10/17!**

If you would, please share this information with any and all interested diverse construction trade partners. This event is expected to sell out, and we will be prioritizing registration for Underrepresented Business Enterprise companies (certified or self-certified).

<https://www.eventbrite.com/e/gc-collaborative-construction-inclusion-week-supplier-diversity-summit-tickets-713920564627?aff=oddtcreator>

**Don't miss out on the opportunity to connect with peers and General Contractors, ask questions about the prequalification process, and foster partnerships that can grow your business in the short, medium, and long term.**

## 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](http://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](mailto:cloojune@bcfcapital.com)  
212.243.7360 x 206



Ruben Rodriguez | Chief Lending Officer  
[rrodriguez@bcfcapital.com](mailto:rrodriguez@bcfcapital.com)  
212.243.7360 x 203

BLACK BOSS SUMMIT PRESENTS

# PITCH BLACK 2023

BUSINESS PITCH COMPETITION

ROUND 1 IS NOW OPEN

**\$20,000 GRAND PRIZE**

APPLICATIONS CLOSE SEPTEMBER 15, 2023 @ MIDNIGHT EST

FULL DETAILS AND RULES CAN BE FOUND AT  
[WWW.BLACKBOSSSUMMIT.COM](http://WWW.BLACKBOSSSUMMIT.COM)

On September 29th and 30th, 2023 the Metropolitan Diversity & Economic Equity Partners will be hosting our

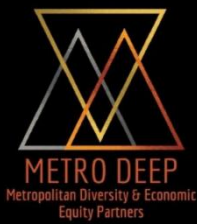
**Economic Empowerment Conference at DSST: Cole 3240 Humboldt St.**

This two-day event will help us determine where we need development in our best laid plans, within our teams, and most importantly, ourselves. We will host workshops revolving around development of self, career goals, business goals that support getting results, building foundations of trust, and creating strategies for effective execution and organizational development.

As one of our valued Partners and Sponsors, you and your organization are essential in furthering our mission; your dedication and commitment to our community does not go unnoticed. We value the work that you're already engaged in within the community, and we believe that by developing & strengthening this partnership, we're creating a lasting collaborative impact.

With that being said we would love your support for our next event, ways you can support:

- Register to attend @ [development.givesmart.com](http://development.givesmart.com).
- Share our flyers with your networks/newsletters.
- Invite 10 people!
- **Become a Sponsor**



# TOOLS FOR DEVELOPMENT & EXECUTION

*Featuring Local Professional Gems*

This two day event is designed to help determine where development is needed to achieve thriving within our teams and most importantly ourselves. Activating our tools and nurturing the seeds we've planted by taking deep looks within: skill building, mind set shifting, and community connections within a powerful social network. Workshops will focus on youth, career and workforce, entrepreneurship and wealth building strategy, Come Tribe with us!



ADULT & YOUTH WORKSHOPS



PROVEN NETWORKING VALUE



MEMBERSHIP LEARNING SESSION



CAREER & RESOURCE FAIR

SEPT. 29TH 6PM - 9PM

UNDER OUR WATCH  
A COMMUNITY CONVERSATION  
ON FATHERING OUR VILLAGES

SEPT. 30TH 12PM - 5PM

SPECIAL MEMBERSHIP LEARNING  
SESSION STARTING @ 10:30AM

*& So Much More!!*



SCAN ME

FEATURING CJ THA DJ



# UNDER OUR WATCH



METRO DEEP  
Metropolitan Diversity & Economic  
Equity Partners

*A Community Conversation on Fathering Our Village*



FEATURING  
BENZEL JIMMERSON  
XAVIER DAVIS  
PROF. LYNN WILSON  
DR. JAMAL BOWEN  
CHRIS STEVENS  
&  
MORE SPECIAL GUESTS

3240 Humboldt St  
Denver, CO 80205

SEPT | DOORS | DINNER  
29TH | 5:30P | 6P



SCAN ME

FREE | Dinner Included  
[development.givesmart.com](http://development.givesmart.com)



In pursuit of **building perfection**®



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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](#)

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# 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 NMSSDC-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

### **Did You Know There Is A National MBE Input Committee (NMBEIC)?**

Yes, there is! And you have access to it because you are registered as an MBE with the Mountain Plains Minority Supplier Development Council. Our MBEIC Chairman (Sunil Nair) sits on the board of the National MBEIC, taking your MBE cares and concerns to the national stage.

A key platform of the NMBEIC is the annual Opportunity Accelerator. This event, hosted live prior to the annual NMSSDC conference is an incredible opportunity for "digging into the mindset, strategies, and opportunities that will support you now, grow your company tomorrow, and change the trajectory of your future."

[Click here to register for this year's Opportunity Accelerator in Baltimore, MD](#) on Sunday, October 22, 2023, from 1-4pm ET.

[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.

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## 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



**Carlene Johns**  
MBDA Grant Program Assistant

### **Small Business: September 2023 Edition Supporting Minority Owned Business Year Round By Andra Hargrave- Director MBDA**

#### **Details to Pay Attention to When Reviewing a Solicitation**

Governmental solicitations can be daunting at first glance. Say you come across an active solicitation that looks great! The scope of work fits your service area, and the deadline is far enough away for you to create a competitive, professional proposal, so you decide to go after it. What's next? Here are four things to be mindful of during your initial review process. (Keep in mind, every solicitation is different, so these are just a few generalized tips).

1. Look at the deadlines and dates! One of the first things I do when I review a solicitation is look at the deadline. I would give yourself a minimum of two weeks before the deadline to submit, more if the solicitation asks for a multi-volume proposal. Be aware of the questions deadline as well, which is specified in most solicitations. Once this date passes, you are no longer allowed to reach out to the contracting officer with any questions regarding the solicitation documents. In addition, note any mandatory or non-mandatory pre-bid meetings.
2. Pay attention to submission details! How do they want you to submit your proposal? If they want you to mail in a hardcopy, make sure you account for the extra time that will take. Do you need to register for a submission portal? The submission guidelines for each solicitation varies.
3. What type of solicitation is it? Is it an RFP (Request for Proposal)? A Sources Sought? The type of solicitation will change how you will need to respond and will clue you in on what the agency is looking for.
4. Minimum qualifications! Often (but not always) solicitations include a section with the minimum qualifications a bidder must have to be considered. These are mandatory, meaning if you do not meet those qualifications, you will either lose a considerable number of points, or not be considered at all.

There you go! Four tips to help during the first stage of the solicitation review process. Remember, if you decide to



**Melia Ingham**  
Technical Writer



**Angel Cardon**  
Procurement Technical Writer



pursue a solicitation, make sure to read the document in full to know what the exact requirements are. **If you are interested in talking more about this process, feel free to reach out to anyone here at the MBDA!**

## Denver MBDA Business Center

6025 S. Quebec St., Suite 135  
Centennial, CO 80111  
720-458-1652  
[info@denvermbdacenter.com](mailto:info@denvermbdacenter.com)

### "September MBE Spotlight"



**Company Name:**

Frescos Naturales Inc.

**Owner Name:**

Jaun Stewart, CEO & Founder

**Company Description:**

The idea for FRESCOS NATURALES happened where so many other great ideas have taken place: in the kitchen. Juan was preparing lunch for his then-teenage son, Joaquin, and—of course—made a fresh batch of rosa de jamaica (hibiscus) for him to drink. Joaquin, who had just returned sweating from a day of skateboarding and pounded a pint of jamaica, said to his dad: “You know what you should bottle? This stuff!” And for Juan, that’s when it clicked! It made so much sense, markets are saturated with so many processed drinks that are high in sugar and contain so many artificial ingredients. But Juan grew up in Guatemala drinking refrescos made fresh at home with just three ingredients: water, fruit/grains/seeds or flowers, and just a tad of sugar! Refreshing and healthy!

In 2018, Juan began selling rosa de jamaica at the local farmers’ markets. People loved it! Having confirmed people’s interest, and knew the massive size and under-served Latinx market, Juan set out to develop more flavors. FRESCOS NATURALES now has six flavors and has innovated the market by adding slight carbonation.

Partner and brother-in-law,

Sebastián also grew up drinking natural refrescos, or jugo's, as they call them in his native Peru. Sebastián is the artistic director of Frescos Naturales and has led the way in developing the look of our brand. Using bright colors and presenting the flavor names in Spanish is a way to pay homage to our Latin American roots. This is a Latino-owned beverage company that is proud of its heritage and wants to share these delicious drinks with you. We hope you enjoy them!

**Website:**

[Company Website](#)



*Congratulations!*

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

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Solved by Software Co  
Salesforce and Web Solutions



ARNaturalsSkin  
Denver, Colorado

**Endless  
Forge**

**Mile High Transportation**

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## 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.

**\*\*\*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.

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## Workforce TagTalks

### September 2023 Tag Talks

September 2023 Newsletter Article  
Workforce TAG guides you through the many stages of researching, applying for, and managing a new grant award in a way that results in success. This month our

discussion is about the use sam.gov for your business. What is sam.gov?

SAM.gov is a U.S. government website that serves as a central repository for information about federal government contractors, grants, and assistance programs. Here are some key reasons why your business may use SAM.gov. [SAM.gov | Home](#)

1. Registering as a Federal Contractor: SAM.gov is the primary platform for businesses to register as federal contractors.
2. Accessing Government Contracts: SAM.gov provides a searchable database of government contracting opportunities.
3. Maintaining Compliance: Federal contractors and grant recipients are required to maintain accurate and up-to-date information in SAM.gov.
4. Subcontractor Identification: Prime contractors often use SAM.gov to identify potential subcontractors for specific government projects.
5. Applying for Grants and Assistance: In addition to contracts, SAM.gov also handles grants and assistance programs.
6. Checking Eligibility: SAM.gov provides tools for businesses to check their eligibility for specific government programs and contracts.

### **Key steps in the application process**

- Prepare Required Information: Before you start your registration, gather all the necessary information and documents, including details about your business, name & ownership, financial information, and other relevant data. Other required information:
  - o Taxpayer Identification Number (TIN) or Employer Identification Number (EIN).
  - o UEI (Unique Entity Identifier) which will be issued from SAM.gov if you do not have one
  - o Details about your business's primary and secondary North American Industry Classification System (NAICS) codes. · [Access SAM.gov and create a User Account SAM.gov | Home](#)
- Log In and start your registration
- Complete, review, and submit
- Obtain a CAGE Code (if applicable)
- Your registration will undergo validation and approval which could take several weeks
- Maintain your registration moving forward

In summary, SAM.gov is a crucial resource for businesses that want to engage with the federal government, whether through contracts, grants, or other assistance programs. For full details on the process and all requirements, please visit [SAM.gov | Home](#)

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](http://www.workforcetag.com)

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## 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](mailto: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,  
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