

January 2024

"Innovating Together, Embracing Diversity in Business"



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.

**Executive Vice President's
Corner**

Get Connected. Stay
Connected. Be Connected!



Belinda Hooks
Mountain Plains MSDC
Executive Vice President

Greetings and Happy New Year to you!

Greetings MBEs, Corporate Members, and Strategic Partners!

Happy 2024!

As we step into this new year, the team at Mountain Plains MSDC extends warm wishes for a prosperous and fulfilling year ahead. We're excited to kickstart 2024 with a burst of enthusiasm and some fantastic news to share.

Streamlined 2024 Event Calendar

We've streamlined our 2024 Event Calendar to offer you a diverse range of both live and virtual events. Get ready to mark your calendars and keep a lookout for our upcoming events. These promise insightful discussions, invaluable connections, and opportunities for growth and collaboration.

[Calendar of Events](#)

Celebrating 50 Years of Excellence

This year marks a significant milestone for us—Mountain Plains MSDC's 50th Anniversary! We're ecstatic about this achievement and are gearing up for a year filled with celebrations. To honor this historic moment, we've planned mini celebrations across our regions, leading up to a grand gala in Colorado this October.

Save the Date: Gala in Colorado

We're thrilled to announce our flagship event—an unforgettable gala in Colorado. This culminating celebration promises to be a night of elegance, recognition, and unity. Make sure to keep this October 10th date free; it's an event you won't want to miss!

Stay tuned for more updates and detailed information about our anniversary celebrations and the exciting events lined up throughout the year. Your participation and support have been instrumental in our

journey, and we're excited to have you join us for this incredible year.

Welcome our NEW Corporate Members:

Kansas City University: Mr. Gerald Moench - Director of Administration & Procurement

[Learn more about Kansas City University's Supplier Diversity Program](#)

Wishing you a year filled with success, growth, and meaningful connections.

Warm regards,

Belinda Hooks
Mountain Plains MSDC Executive Vice President

2024 Programming & Events from the Mountain Plains Council



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



Tuesday, January 30th,
2024



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



Microsoft Teams

Virtual Connect to Opportunity

“Innovating Together, Embracing Diversity in Business”



Your Virtual Hostess

Keli Hearon
Manager, Supplier
Diversity & ESG

Keli Hearon is a Results-driven professional with over 15 years' experience producing bottom line results in negotiating, proven capability to drive and champion change, sourcing, and supplier management. Highly focused with keen expertise in applying innovative concepts to increase Supplier Diversity. Demonstrated success in building and maintaining relationships with senior leaders and key stakeholders

Virtual Program with Xcel Energy

- **Company Overview**
- **Diversity at Xcel Energy**
- **Procurement at Xcel Energy**
- **MBE Opportunities 2024**

[Click to edit Other Info](#)



Xcel Energy Inc. is a U.S. regulated electric utility and natural gas delivery company based in Minneapolis, Minnesota, serving more than 3.7 million electric customers and 2.1 million natural gas customers across parts of eight states (Colorado, Minnesota, Wisconsin, Michigan, North Dakota, South Dakota, Texas and New Mexico).

CERTIFY | DEVELOP | CONNECT | ADVOCATE

VIRTUAL PROGRAM



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



February 22nd, 2024



9:30a-Check In

10:00a-2:00p MST

11:00a-3:00p CST

Charter Communications



6350 South Fiddler's Green
Circle

Greenwood Village, CO
80111

Hybrid 2024 Town Hall & Awards Ceremony

"Innovating Together, Embracing Diversity in Business"



Host Corporate Sponsor



MBE Sponsor

Join us for an immersive hybrid Town Hall hosted by Mountain Plains MSDC and set against the backdrop of Charter Communications. Our upcoming event brings together a diverse array of speakers and thought leaders, all converging to delve into the economic landscape of Colorado.

Save the date and register and be part of this transformative experience—because together, we're stronger, more resilient, and ready to embrace the opportunities of tomorrow.

FREE TO ATTEND

Tentative Agenda

9:30a- Check in/Networking

10:00a-10:45a- Morning Program

10:45a-11:00a- Break

11:00a-12:00p- Workshops

12:00-12:15p- Break

12:15p-1:30p- Afternoon Program/
Luncheon/ Awards

1:30p-2:00p- Networking

Thank You to our Valued Sponsors



Mountain Plains
Minority Supplier
Development Council

"Innovating Together, Embracing Diversity in Business"

The Charter Communications logo, consisting of the word "Charter" in a large, blue, sans-serif font, with "COMMUNICATIONS" in a smaller, blue, sans-serif font below it. The logo is centered within a white square with a blue border.

Charter
COMMUNICATIONS

Host Corporate Sponsor

Charter Communications, Inc. was founded in 1993, and while the company has grown dramatically over the past two decades, our roots take us back to the pioneering days of cable. What began as mom-and-pop businesses in the late 1940s with cable strung from hilltop to homes has morphed into the advanced, high-tech cable industry that Charter is at the forefront of today.

With a network spanning more than 750,000 miles, Charter serves more than 32 million customers in 41 states through the Spectrum brand. Our vast infrastructure helps fuel innovation and delivers a robust offering of advanced services including faster broadband speeds, better video products, voice service, and a mobile offering to support customers on-the-go. Charter is a leading broadband connectivity company positioned to provide innovative services at a great value to meet customers connectivity needs today and into the future.

CERTIFY | DEVELOP | CONNECT | ADVOCATE

COLORADO

Thank You to our Valued Sponsors



"Innovating Together, Embracing Diversity in Business"



MBE Sponsor

American Facility Services, a family privately held company began operating in 1989 as a basic janitorial service provider. The principals of the company, Jerry & Grace Natividad, who remain active in the business today, started with the intention of being the best service provider to a few while allowing its reputation to dictate the company's growth.

We strive to be the very best service partner and are looking to expand our footprint on a national level. Our future goal is to be your "one stop shop" for all your building maintenance needs.

With our current loyal customer base, we began to expand into a larger geographical area servicing the Western region of the United States, and our menu of services grew. This allowed the company to become a more valuable provider to our clients and demonstrate our commitment to their business.

We are a proud Woman Minority Business Enterprise and belong to the National Minority Supplier Development Council.

CERTIFY | DEVELOP | CONNECT | ADVOCATE





Demystifying GSA MAS Schedules

Wed., Jan. 24 | 11 am – 12 pm | Online

DENVERMBDACENTER.COM

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:**



NMSDC

National Minority Supplier
Development Council

**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)**



[Home Page](#) | [Twitter](#) | [Instagram](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#) | [Email Alerts](#)

Please feel free to sign up directly or share this NEW SBA 7(j) FedMap Management & Technical Assistance training flyer and registration link with your small business constitutes and/or members.

FedMap is the premier network for government contractors where success is built through shared expertise and mutual challenges. Access to the FedMap Network is available to 7(j) eligible small businesses through a grant funded by the U.S. Small Business Administration to Coley & Associates. FedMap is focused on empowering small businesses to excel in federal contracting and has helped companies win over \$2.9 Billion in prime contract awards, to date.

FedMap is your gateway to thriving in the competitive landscape of government

contracting. Let us help you elevate your journey alongside fellow entrepreneurs.

Get **Free** access to federally focused contracting help, including:

- One-to-one, personalized training
- An online, on-demand catalog of training courses
- A network of peers and subject matter experts
- Weekly training sessions every Friday.
- Live monthly events with timely topics presented by Subject Matter Experts

Apply Now at <https://www.fedmap.us/sba-7j-training/>

One-to-one, personalized support is based on availability. Please contact the FedMap Team at support@fedmap.us for assistance with the application or other questions that you may have.

Growth Accelerator Competition Announced

The 2024 Competition went live yesterday: <https://www.sba.gov/article/2024/01/08/sba-growth-accelerator-fund-competition-opens-jan-8-expand-strengthen-its-national-innovation>.

Two information webinars will be held to support potential Stage One applicants. The webinars are free and open to the public.

GAFC Pre-Application Webinar: Goals, rules, and how to apply.

Jan. 16, 2024, at 12 p.m. MST

Register at <https://bit.ly/2024GAFCPreApplicationWebinar>

GAFC Theme Explanation Webinar: A deep-dive into the tech themes with experts from relevant federal agencies.

Jan. 31, 2024, at 12 p.m. MST

Register at <https://bit.ly/2024GAFCThemes>

Closes February 16th.

Good Luck!



U.S. Small Business Administration



SBA 7(j) Management and Technical Training

Powered By



You Will Learn

Bidspeed will be providing short, hands-on, interactive, virtual industry days and training that will assist companies with doing more business with the Federal Government. Bidspeed webinars will address critical training needs and bring real Federal Government Opportunities and assist with responding through best practices and templates to assist more responses.

Bidspeed is a Business Development platform that will help your firm win new Government Business. Contact:

NetQuarry, Inc. (Bidspeed)
support@fedbidspeed.com | 877.663.9043



Training is FREE to 7(j) eligible small businesses

Who can participate? Small business owners who:

- are certified 8(a) participants.
- have a HUBZone certified small business.
- have an economically disadvantaged women-owned small business.
- have a small business located in areas of high unemployment or low income.
- have a small business owned by low income individuals.

SBA Cooperative Agreement contract #SBAGC7J200001 - Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA. All SBA-funded projects are extended to the public on a nondiscriminatory basis.



CDOT has six major CM/GC projects currently in design and moving into construction in 2024-2025. These are big highway, bridge, and multimodal projects

that will require a lot of subcontracting support from specialty contractors. To ensure small and diverse subcontractors have access to opportunities on these projects early on, we're hosting a FREE outreach event on **January 18, 8:30am - 12pm at the PPA Event Center in Denver.**

Please share this information with your contractors and networks. There will be presentations from CDOT about the CM/GC project process, a panel discussion with Prime Contractors, overviews of each of the projects and scopes, and one-on-one networking with the Construction Manager teams working on these projects. This is a unique event and we want to spread the word across the industry to get as many DBE, ESB, and other small businesses in attendance.

Registration: cmgc-event.eventbrite.com



JANUARY 18, 2024 CDOT CM/GC PROJECT OUTREACH

Join Us for a Major CDOT Project Opportunity Event!

Come learn about the six large-scale CDOT CM/GC projects that are in process now and will move into construction over the next two years. You'll get to meet with the CM teams and position your company for upcoming subcontracting opportunities. DBE, ESB, and other specialty contractors are encouraged to attend.

Breakfast starts at 8:30am with presentations by CDOT and each of the project CMs followed by one-on-one networking at project tables. This is a one-of-a-kind event you won't want to miss!

Register today! Seating is limited.

cmgc-event.eventbrite.com



www.connect2dot.org

**I-70 Floyd Hill
Kraemer North America**

**CO 119 Safety & Mobility
Kraemer North America**

**Vasquez Blvd. I-270 & 64th
Jalisco International**

**I-25 North Express Lanes
Segment 5
RLW & SEMA JV**

**I-270 Critical Bridge
Replacements
Kiewit**

**US 6 Over Elk Creek
Ralph L. Wadsworth**

PPA EVENT CENTER

2105 Decatur Street
Denver CO, 80211

January 18, 2024
8:30 AM – 12:00 PM

Register:
cmgc-event.eventbrite.com

POWERED BY



U.S. Small Business Administration

We have launched our Missouri Contracting Corner for the new Fiscal year starting this month. Please share the information below with your small businesses and resource circles. We're so excited to bring our Midwest businesses to new contacts in the agencies below and are hoping this will kickstart valuable opportunities for small businesses across the region.

Meet new Federal Buyers every month! Join the Kansas City and St. Louis U.S. Small Business Administration Districts every month through August to meet a new Federal agency contracting professional from a different agency. This is an excellent opportunity to meet and greet procurement personnel from various government agencies and learn about the goods and services they buy. You can ask questions, introduce yourself, and find out how to contact them for assistance or future briefings.

Upcoming Missouri Contracting Corner Events

Featured Agency/Organization

- January 17, 2024 at 10 AM CST
- SBA Regional Procurement Center Representatives – [Register HERE](#)
- February 21, 2024 at 10 AM CST
- Defense Logistics Agency (DLA) Aviation Division
- March 19, 2024 at 10 AM CDT
- National Park Service (NPS)
- April 24, 2024 at 10 AM CDT
- United States Army Fort Riley
- May 21, 2024 at 10 AM CDT
- United States Airforce (USAF) Whiteman Airforce Base
- June 18, 2024 at 10 AM CDT
- National Aeronautics and Space Administration (NASA)
- July 16, 2024 at 10 AM CDT
- Missouri National Guard
- August 20, 2024 at 10 AM CDT
- Burns & McDonnell

* Please note this webinar schedule is subject to change.

Whether you're looking to gain insights into federal contracting or connect with industry experts, these webinars are tailored to help your small business succeed.

Join us for the inaugural session of the **2024 SBA Missouri Contracting Corner Webinar Series**, where we will introduce the U.S. Small Business Administration (SBA) Procurement Center Representatives (PCRs) in Area IV, **Shelton Watson** and **Maria Galloway**. This session is a must-attend for small businesses interested in current and future federal contracting.

Date & Time: January 17, 2024, at 10 AM CST

Format: Virtual

Registration: [Link](#)

Topics of Discussion:

- **Role and Responsibilities of an SBA PCR:** Gain insights into the critical role PCRs play in federal contracting, including their duties to review acquisitions, recommend set-asides, and ensure small businesses have fair opportunities.
- **How SBA PCRs Assist Small Businesses in Federal Contracting:** Learn how PCRs help small businesses navigate the complexities of federal contracting, from influencing procurement strategies to providing counseling on the contracting process.
- **When and How to Contact an SBA PCR:** Understand the best practices for *when* to engage with PCRs to maximize your business's potential in securing government contracts. PCRs are specialized in assisting with queries related to small business contracting but are also effective navigators for resources in other areas.

Target Audience: This webinar series is ideal for entrepreneurs and small businesses that:

- Want to increase their federal contracting opportunities.
- Want to know how to connect with PCRs.
- Want to better understand the federal contracting world and where they may fit.

Don't miss this opportunity to connect with these contracting experts. Register now and take the next step towards unlocking the potential of federal contracting for your small business!

The **SBA's Missouri Contracting Corner** is a collaborative initiative between the SBA Kansas City & St. Louis District Offices. We are dedicated to empowering small businesses with the knowledge and tools necessary to thrive in the realm of government contracting by highlighting opportunities and useful knowledge from the contracting realm.

Please note: Eventbrite is limiting our events to 25 registrants. If you get a message that the event is full, please add your information to the waitlist and we will release a ticket to you AND/OR email Nicki Massie at nicholson.massie@sba.gov or Gary Alexander at gary.alexander@sba.gov and we'll add you to the registration list.

If your email address is correct on your registration and you register by 3pm on 1/16/24, we'll send you an Outlook invitation to the event. Event information is below. Please note this is a Microsoft Teams meeting. If you plan to attend on a mobile device, please download Microsoft Teams (requires you to set up a free Microsoft account).



FEDERAL RESERVE BANK of KANSAS CITY

Listed below are the current job openings with the Kansas City Fed. We appreciate your partnership in helping fill these positions with highly qualified and diverse

candidates.

Information Security Architect – We are seeking talented cybersecurity professionals to join our Information Security Architecture team. In this role you'll have ownership over how to reduce security risks by identifying security challenges, developing innovative technical solutions, and implementing them with the broader team. As an information security architect, you will inform on emerging and existing threats, define best practices to meet their challenges, and ensure the confidentiality, integrity and availability of information assets. You'll partner with business areas, vendors, and our diverse network of security professionals to identify, design, implement and support security across the organization.

* This position is a hybrid role that will be subject to be onsite 20% of the time at an FRB location in either Kansas City, Denver, Omaha, or Oklahoma City.

Link to Apply: https://rb.wd5.myworkdayjobs.com/FRS/job/Kansas-City-MO/Information-Security-Architect_R-0000021166-1

Tech Solutions Admin – The Federal Reserve Bank of Kansas City is seeking an Infrastructure Specialist to provide technical support to customers and software developers of a highly complex Stored Value Card (SVC) payment system in support of the Department of Treasury. This role will provide technical support to maintain a test lab that will simulate shipboard network environments for software testing and troubleshooting of servers, kiosks, and point of sale devices. Additionally, this role will support a complex remote patch management process and work closely with IT Security Specialists to support vulnerability management functions and security compliance testing. Qualified candidates will excel in providing operational technical support in complex and dynamic circumstances.

Link to Apply: https://rb.wd5.myworkdayjobs.com/FRS/job/Omaha-NE/Tech-Solutions-Admin_R-0000019819-1

Financial Examiner-**Omaha** - As part of our examination team, you'll find a collaborative culture that encourages staffs to exercise initiative and ownership of their work. More specifically, you'll be:

-
- Using an inquisitive and analytical mindset to independently review financial information, assess legal and regulatory compliance, evaluate risks within banking organizations, and ask questions to get to the root cause of potential issues or concerns.
- Leveraging strong communication skills to lead meetings with executive leaders at financial institutions and produce clear and concise written documents and reports.
- Relying on strong interpersonal skills to collaborate with team members and reach consensus with a wide range of audiences.
- Providing guidance to banking executives and coaching team members to foster maximized performance.
- Investing in the development of your peers by proactively sharing knowledge and regularly providing peer level feedback in support of the KC Fed's focus on employee growth.

Link to Apply: <https://rb.wd5.myworkdayjobs.com/FRS/job/Omaha-NE/Sr-Assistant->

Law Enforcement Officer - The Federal Reserve Bank of Kansas City is seeking a self-motivated, versatile Federal Reserve Law Enforcement Officer (FRLEO) to provide basic police duties including maintaining a safe environment through continual assessment and mitigation of physical security risks. The FRLEO will assist with the effective deployment of law enforcement best practices and physical security system technologies (access control, video surveillance, intrusion detection, screening, etc.). Previous law enforcement experience not required. Applications will be accepted through Monday, January 22 with interviews expected to occur in late January.

Link to Apply: https://rb.wd5.myworkdayjobs.com/FRS/job/Kansas-City-MO/Law-Enforcement-Officer_R-0000021263-2

Please contact **Avery Adair** at avery.adair@kc.frb.org if you have questions and as always, thank you for your partnership!



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.

[Calendar of Events](#)

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](#)

2024 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 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

The annual NMSDC conference took place at the historic Baltimore MD Inner Harbor (October 22-25, 2023). The theme for the year was "Closing The Equity Gap." The conference was well attended and a great success. The NMBEIC hosted its annual Opportunity Accelerator 2023 (OA23) event on Sunday, October 22, 2023. In keeping with the overall conference theme, OA23 focused on growth and sustainment. John Henderon, Founder, The Pivot Mind provided an awe-inspiring talk on "Igniting Leadership in the Midst of Change." The event concluded with its signature "HotOpps" networking event, where several corporations shared details of current opportunities to the MBEs who were in attendance. Videos from the event will be available on the NMBEIC website in the coming weeks. Do yourself a favor and check them out.

Special thanks are offered to Mountain Plains corporate members Burns and McDonnell and Evergy who co-sponsored the event.

[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 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: January 2024 Edition **By Andra Hargrave- Director MBDA**

Top 5 Reasons an RFP is Lost

RFPs (Requests for Proposals) can be complicated, varied, and difficult to compete for. Here are the five most common reasons companies lose.

- 1. Technical aspect** - you failed to explain how you can perform the work or your processes for achieving the goals. To avoid this, read through the entire solicitation and know exactly what the agency is asking for. Know how to describe your internal processes, plans and metrics for achieving goals in a clear and concise manner that corresponds to what they are asking for in the solicitation.
- 2. Costing** - pricing too high or too low. Do some market research and try to find out as much as you can about where your pricing should be.
- 3. Non-compliant** - you did not conform to the requirements of the solicitation or its submission requirements. Again, read the entire solicitation. Sometimes technical requirements or submission requirements are hard to find in the document. It can be helpful to look for phrases like, "included with submission," or "offeror must include". Missing or incorrectly completing just one requirement can be enough to be deemed non-compliant and you could be disqualified.
- 4. Not qualified to perform the work**- you do not have the performance history, financial reserves, bonding requirements, qualified references or other requirements. Don't waste time going after solicitations that you are underqualified for! Spend your valuable time and energy pursuing contracts with requirements you are confident you can fulfill.
- 5. Incumbent** - competing against a legacy incumbent or a stronger company. Try to find out if there is an incumbent and if they are allowed to re-compete for the contract. Doing your research and asking the contracting officer questions at pre-bid events or before the questions deadline is your best



Melia Ingham
Technical Writer



Angel Cardon
Procurement Technical Writer

opportunity to understand what your chances are of winning and can help you decide if it's worth it to pursue.

Denver MBDA Business Center

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

"January MBE Spotlight"



Company Name:
LHP Transportation Services

Owner Name:
Lee Hampton- President

Company Description:
Established March 18, 1993, as a joint venture between Prime, Inc. of Springfield, Missouri, and Lee Hampton. This union has enhanced our ability to move freight nationally and internationally. Until January 1, 1998, LHP had been a contract freight carrier, but at that time we made the transition to a lead logistics provider. We have found that we can better serve all our customers' needs from this new position. We have all ICC authorities, bonds and insurance to handle a wide variety of business nationally and internationally.



LHP is a minority owned and managed company certified by the National Purchasing Council, Inc. LHP was recognized as Minority Supplier of the Year in 1993 by the Upstate New York Regional Minority Purchasing Council. Most recently, LHP was selected by Minority Business News USA as number fifty-four in their survey of Top 100 minority owned firms in the U.S. in 1999, the first ever recipient of the Phoenix Award given by the St. Louis Minority Business Council.

Lee Hampton, President of LHP, has over 20 years of experience in the transportation industry. His experience ranges from driving 12 years over-the-road to freight brokerage, fleet operations and management. This broad range of experience helps LHP to fully understand our customers' needs and to provide superior customized service. The other LHP officer is Robert E. Low, Vice President. He has an extensive background in transportation and is the owner of Prime, Inc., one of the nation's most successful trucking companies.

Website:

[Company Website](#)



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



SCOTT RICE
"OFFICE WORKS"



**HIGHLANDS
TRANSPORTATION
COMPANY**



CAVENDISH SCOTT



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
Minority Supplier
Development Council
CO-KS-MO-NE

*****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 Tag Talks January 2024

Workforce Tag is excited to be supporting the MPMSDC Council Connect newsletter for 2024. As partners with the MPMSDC, the goal of WFT is to increase resources that will support the success of our MBEs. Our first resource/event:

ATTENTION COLORADO EMPLOYERS WITH TALENT NEEDS FOR 2024.

Workforce Services under TECP will host job seekers and Colorado employers with a need to grow their talent pipeline in information technology, advanced manufacturing, and select transportation careers across the state of Colorado.



Top trainings include: Software Developer, Information Security, Desktop Support Technician, Network/Cloud Technician, and Data Analyst. Creating a more diverse tech talent pipeline is central to TECP's mission, with 57% of our participants identifying as people of color and 32% identifying as women. Access the QR code to submit your request or contact Ross Gothelf (ross.gothelf@denvergov.org) to reserve your spot, or learn about *additional funding opportunities* that are available for employers! **There is no fee for this event.**

For 2024, I will be providing monthly updates for the Council regions on services that can also include the following (depending on location): referral of job seekers to available job openings, assistance with job order requirements, matching job seeker experience with job requirements and skills, assisting employers with special recruitment needs, arranging job fairs, assisting employers analyze hard-to-fill job orders, assisting with job restructuring, and helping employers deal with layoffs.

WFT and the MPMSDC will continue to support you in all your business endeavors and welcome your input as you grow. We are trusted advisors who provide resources and technical assistance for small business and nonprofits to implement financial grants, develop grant dashboards, and communicate successful outcomes.

Liz Ojeda, Founder/CEO and Miguel Jara-Garcia, Admin Tech



Reminders to Check the following:

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[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!

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

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