

March 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 Women's History Month

Greetings MBEs, Corporate Members, and Strategic Partners!

As we step into the month of March, I wanted to take a moment to acknowledge and celebrate Women's History Month. This month serves as a powerful reminder of the countless contributions and achievements made by women throughout history, shaping our society, culture, and economy in profound ways.

At Mountain Plains MSDC, we recognize and value the significant role that women play in driving innovation, fostering diversity, and leading change within our communities and businesses. From entrepreneurs and business leaders to professionals and activists, women continue to break barriers and pave the way for future generations.

In honor of Women's History Month, I encourage each of you to take this opportunity to celebrate the women in your lives and within your organization. Let's reflect on their achievements, amplify their voices, and support their endeavors as we work towards building a more inclusive and equitable society.

As we commemorate Women's History Month, let's also reaffirm our commitment to advancing gender equality and creating opportunities for women to thrive in all aspects of life. Together, we can continue to champion diversity, empower women, and shape a brighter future for generations to come.

Thank you for your dedication and support as we celebrate Women's History Month and honor the invaluable contributions of women everywhere.

Warm regards,

Belinda Hooks
Mountain Plains MSDC Executive Vice President

2024 Programming & Events from the Mountain Plains Council

Click on the flyer that you would like to nominate to be taken to the form.

WWW.MPMSDC.ORG

MBE to MBE Award



Mountain Plains
Minority Supplier
Development Council

A Corporate Member cannot nominate an MBE for this award category.

Only Nominations submitted by MBEs will be accepted!



This award is given to the minority supplier who continuously seeks ways to engage in business with other minority suppliers. They completely understand and embrace the concept and importance of supplier diversity not only within the business supply chain of corporate America and governmental entities but also within their supply chain. In addition, they mentor and advise other minority businesses on how to be successful.

INSTRUCTIONS: Only one nomination per MBE- You cannot nominate yourself

**Completed Applications Must Be Received No Later Than 5:00p.m.
Friday, March 22, 2024**

CERTIFY | DEVELOP | CONNECT | ADVOCATE

CO|NE|KCMO

Supplier of the Year Award



Nominations by Corporate Members only

This award is presented to the top certified minority suppliers who distinguish themselves and their businesses by successfully demonstrating growth in sales and employment while overcoming significant obstacles; consistently providing high quality products and services at competitive prices; and significantly contributing to the growth and development of society in their community.

Council Corporate Members can nominate (one) Council MBEs for each class, so up to 4 nominations (you can contact the Council to get the class of your nominee):

Please check the qualifying class:

- ANNUAL SALES LESS THAN \$1 MILLION.....CLASS 1
- ANNUAL SALES BETWEEN \$1 MILLION AND \$10 MILLIONCLASS 2
- ANNUAL SALES BETWEEN \$10 MILLION AND \$50 MILLION.....CLASS 3
- ANNUAL SALES GREATER THAN \$50 MILLION.....CLASS 4

**Completed Applications Must Be Received No Later Than 5:00p.m.
Friday, March 22, 2024**



Advocate of the Year Award



Nominations by MBEs and Corporate Members

This award celebrates individuals who have demonstrated exceptional leadership in creating, leading, or implementing minority business advocate activities. Whether within their organization or throughout the broader community and state, the recipient of this award is someone who has consistently championed the cause of minority businesses. They are individuals who leverage their experience, expertise, and willingness to take risks to enhance the access of minority businesses to opportunities within both corporate America and governmental entities.



We encourage you to consider nominating yourself or someone you know who exemplifies the qualities of a Minority Business Advocate. Your nomination could shine a spotlight on the remarkable work being done to support minority entrepreneurs and create a more equitable business environment for all.

Completed Applications Must Be Received No Later Than 5:00 p.m., Friday, March 22, 2024

Corporation of the Year Award



Nominations by MBEs ONLY!

This award is presented to corporations that have dedicated an extraordinary number of resources and business procurement opportunities with certified MBEs, emphasizing supplier diversity.

Nominee will be informed of their nomination and asked to complete a Nomination Profile Worksheet for the judges to consider. The following will be factored into the final selection:

- Demonstrated commitment to MBE development
- Involvement with The Council
- Specific help provided to an MBE
- Encouraging MBE commitment from primes
- Business done with Council MBEs
- Demonstrated executive involvement



INSTRUCTIONS: Please be as specific as possible when answering questions 7, 8 and 9.

**Completed Nominations Must Be Received No Later Than 5:00 p.m.,
Friday, March 22, 2024**



Mountain Plains
Minority Supplier
Development Council

REGISTER TODAY!



April 3, 2024



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



Microsoft Teams

Growth Empowerment Lunch & Learn



Your Webinar Host

JoAnna Sandoval
Business Opportunity
Specialist- SBA

Webinar Title:

"Doing Business with the Federal Government"

"Unlock doors to federal contracts! Join our virtual program for MBEs to gain insights into navigating federal procurement processes, certifications, and valuable resources."

- **Determine Fit:** Understand the requirements, regulations, and procurement processes involved in doing business with the Federal Government to assess if it aligns with your business capabilities and goals.
- **Certification Overview:** Explore certifications such as Women-Owned Small Business (WOSB), Small Disadvantaged Business (SDB), and Hubzone and Service-Disabled Veteran Owned (SDVOSB) to enhance eligibility for federal contracts and subcontracting opportunities.
- **Resources for Opportunities:** Utilize online portals like SAM.gov to search, identify, and respond to federal procurement opportunities. Additionally, leverage resources such as Small Business Administration (SBA) and Apex Accelerators for guidance and support in navigating federal contracting processes.

CERTIFY | DEVELOP | CONNECT | ADVOCATE

VIRTUAL

REGISTER HERE

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](#)

**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)**



The 1st Annual Nebraska Supplier Diversity Trade Conference 2024 is officially open!

For easy access, the program agenda is linked directly to the registration page. Please note that the agenda will be regularly updated with the latest information as corporate, government, lender, and business development attendees confirm their participation. This includes the addition of facilitator photos, names, and panelist logos, contributing to the final program brochure.

Feel free to share these materials within your networks and encourage small businesses to register promptly. The success of this conference relies on your support and engagement.

REGISTER HERE!



Urban League of
Nebraska

Unlock direct access to **\$1.5 Billion** in corporate and government contract opportunities. Don't miss the chance to spotlight your products and services before corporate, state and federal agencies with substantial contract opportunities.

1ST ANNUAL

NEBRASKA SUPPLIER DIVERSITY

TRADE CONFERENCE 2024

March 29th, 2024

7 AM - 5 PM

LaVista Conference Center
12520 Westport Pkwy.
La Vista, NE 68128

ATTENTION NEBRASKA CERTIFIED AND
BIPOC-OWNED SMALL BUSINESSES:

- 8 (A)
- WOMEN-OWNED
- HUBZONE
- VETERAN-OWNED
- DBE (DISADVANTAGED BUSINESS ENTERPRISES)
- SEB (SMALL AND EMERGING SMALL BUSINESSES)
- BLACK, INDIGENOUS AND PEOPLE OF COLOR (BIPOC)-OWNED SMALL BUSINESSES

KEYNOTE SPEAKERS



Keith Station



A. M. "Bobby" Brumfield



Michael Lazzeri



Wes Hutcherson

CONFERENCE ORGANIZERS



April Hibbler
U. S. Small Business
Administration



Wayne Brown
Urban League of
Nebraska

REGISTER TODAY

WWW.EVENTBRITE.COM

(TYPE THE EVENT NAME IN THE SEARCH BOX)

Turner

You are invited to a

CONSTRUCTION INDUSTRY HIRING FAIR

Wednesday, March 27th | 9 am - 1 pm

FREE and **OPEN** to the Public!

- No Experience Needed
- Registration and Resumes are Encouraged, But Not Required

Mary Williams-Neal Community Center | 3801 Emanuel Cleaver Blvd



Meet with Employers

Meet with employers and learn about potential job opportunities in the trades.



On-Site Interviews

Interview for construction trade opportunities at Turner Construction.



Meet with Trade Reps

Meet with trade representatives who fill training program spots that lead to high-paying jobs.



Learn About Skilled Trades

Learn more about careers in the skilled trades such as laborers, carpenters, electricians, plumbers, ironworkers, and more.

Sponsored By:

Questions?

Email Kristina Iyamu
at kiyamu@tcco.com

Scan the QR code or visit:



CONSTRUCTIONCAREERSKC.COM

Turner is an Affirmative Action and Equal Employment Opportunity Employer - minorities/ females/veterans/individuals with disabilities/ sexual orientation/gender identity. VEVRAA Federal Contractor



Denver Metro Chamber of Commerce

We have a few events coming up that I want to make sure you have on your calendar. Check them out below, and you can click on the link to register.

- [March 19, 11:30 a.m. - 1 p.m. | Your Conversation With: Mark Cantrell | Denver Metro Chamber](#)
 - Gain insight into how to follow your passion, meet your business goals and give back to your community by asking key business leaders who have done just that.

- [April 11, 10:30 a.m. - 1 p.m. | Leading Colorado | Denver Center for the Performing Arts](#)
 - This signature event celebrates exceptional community leadership with the announcement of the 9NEWS Leader of the Year and Boettcher Student Leader of the Year.
- [April 18, 4 - 6 p.m. | 1445Connect | Denver Metro Chamber of Commerce](#)
 - Sometimes, the best place to connect is where you're most comfortable. That's why we'll open up your Chamber home so you can meet fellow members and grow your leads.

We're here to help your company grow! If you need anything, don't hesitate to reach out to me.

Amanda Brown

Customer Success Manager

Denver Metro Chamber of Commerce

amanda.brown@denverchamber.org | 303-620-8105



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.



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



connect at 2DOT



Trucking Training Series

FREE workshops for trucking and hauling companies and owner-operators on highway, bridge, and CDOT infrastructure projects

REGISTER: tinyurl.com/2024-trucking

All webinars start at 9am. Click the link above to sign up for the series or click a date below to sign up for an individual class. If you're unable to attend on a specific date, register and we'll send a link to the recording.

MAR 19

Key Steps to Starting & Running a Successful Trucking Business

MAR 26

DOT Trucking Compliance & Maintenance

APR 2

CDOT Trucking Compliance & Certified Payrolls

APR 9

Bidding & Estimating for Trucking Contractors

APR 16

DBE Certification for Trucking Companies (Bilingual)

(719) 549-3245

southernco@coloradosbdc.org

Connect2DOT is a partnership between CDOT and the Southern Colorado SBDC to provide free consulting and training to help small and disadvantaged businesses become more competitive and successful in contracting.



Formula 8

Customer-Centric Problem Solving



AMERICA'S
SBDC
MISSOURI

at UMKC

SBDC.umkc.edu



Wednesdays
March 13-May 8



Time
5:30 -
8:30PM

Business is all about solving problems for your **customers**.
Starting something new?
Expanding, or shaking things up with new ideas?
Verify the problem before building the solution.
Formula 8: Customer-centric problem-solving.

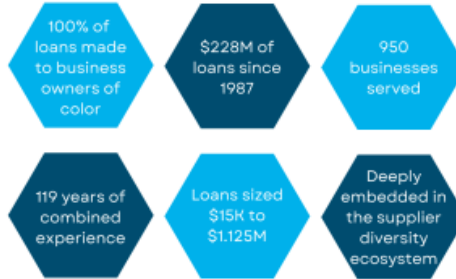


MISSION

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

-  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

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

March 2024

Last month, a dozen influential business leaders sent an open letter to Fortune 500 CEOs urging them to maintain and expand their commitments to diversity initiatives in the face of opposition from a vocal minority that is out of step with public sentiment and disregards the needs of businesses. The business leaders show that diversity initiatives create critical bottom-line benefits for companies and the economy by driving innovation, competitiveness, and contributing to stronger corporate performance.

The letter reads in part: “We know continued investments in diversity initiatives are essential to the success of your business and our country’s economy. We also understand that companies are recalculating their risk tolerance in light of these unprecedented challenges that seek to dismantle your programs. We remain steadfast in our efforts to advance economic growth, free market competition, and opportunities for individuals, including diverse entrepreneurs, to pursue the American Dream.”

It continues, “We believe it is imperative that CEOs and other company leaders are able to make strategic decisions for their companies without threats of frivolous lawsuits and political pressure, and we will be here with support, every step of the way.”

Twelve CEOs who lead business advocacy organizations that represent a broad spectrum of viewpoints and communities signed the letter. The full letter can be read here: [Letter](#)

[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: March 2024 Edition
By Andra Hargrave- Director MBDA

So, you lost a deal... Now what?

Competing for government contracts is difficult. It can be time-consuming, confusing and expensive! Sometimes, a single deal can take multiple years until it reaches the award of contract stage while others can take only a few weeks. Unfortunately, you can't win them all, but that doesn't mean you can't learn from your experience! One of the best ways you can learn how to better your chances in the future is by requesting a debrief from the agency after losing a bid. Your debrief is your opportunity to hear exactly why you were not chosen for the contract. Was it because of your pricing? Did they want to see more or different past performance? Were there aspects of your proposal that fell short of their requirements? Your debrief is your opportunity to figure out what changes you need to make and what strategies you can implement in the future when going after other deals!



Melia Ingham
Technical Writer



Angel Cardon
Procurement Technical Writer

Denver MBDA Business Center

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720-458-1652
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Workforce Tag Talks

March 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 Last month, we provided an overview of the American Job Centers workforce services and links for the states that MPMSDC serves. This month we will provide more details of those services. Reminder, each state may offer different combinations so it would be important to visit their websites to learn more.

Overview of American Job Centers or CareerOneStop

[American Job Centers | U.S. Department of Labor \(dol.gov\)](https://www.dol.gov)

Business Center FAQ <https://www.careeronestop.org/BusinessCenter/Help/FAQs-business-center.aspx>

The Business Center provides one-stop access to information and state and local resources to help your business recruit, hire, and train a strong workforce. If you have questions on the content or tools on the Business Center website, detailed help links are provided and contact information,

Recruitment <https://www.careeronestop.org/BusinessCenter/Toolkit/toolkit.aspx>

Customized tools are available for your recruiting, hiring and training needs. Some of these include:

· Salary finder; Business finder; Local training finder; Find certifications; Professional association finder; Job description writer

Train and Retain <https://www.careeronestop.org/BusinessCenter/TrainAndRetain/train-and-retain.aspx>

Training that builds the skills of your employees will improve productivity and workforce retention. Explore resources to plan your training strategies and prepare for future workforce needs. Services can include:

· Employee skill needs; Training options; Funding employee training; Manage and retain employees

Links for your state workforce services.

- [Colorado Job Centers](#)
- [Nebraska Job Centers](#)
- [Kansas Job Centers](#)
- Missouri Career Center – [Central Kansas City](#)
- Missouri Career Center - [Northland Human Services Center](#).

Additional list of business services (check your area for availability)

- Learn about Unemployment Insurance taxes and eligibility rules
- Get outplacement services for employees you are laying off
- Receive information on the Work Opportunity Tax Credit and other hiring incentives
- Learn about EEO and ADA requirements
- Learn about legal requirements for hiring and firing workers
- Get information on employment, wage and salary trends
- Get your employee training needs analyzed

- Post your job openings
- Get access to resumes posted by job applicants
- Get job applicants pre-screened
- Use on-site facilities for recruiting and interviewing job applicants
- Have job applicants` skills tested
- Have background checks conducted on job applicants
- Learn about strategies for recruiting workers
- Learn how to interview job applicants effectively
- Get help in analyzing and writing job descriptions
- Develop programs to train new workers for your business
- Get training costs reimbursed for qualified job candidates

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

"March MBE Spotlight"



Company Name:
Agility Health

Owner Name:
Sally Elatta- Founder & CEO

Company Description:
We at AgilityHealth are passionate about creating a Culture where people can thrive and work with purpose. We are passionate about Alignment and making sure we're rowing in the same direction, focused on impact not just effort. We're passionate about delivering REAL value to our customers and gaining their trust and LOVE. We are passionate about YOU because we care about the people side of any transformation. Thanks for stopping by to learn about us.



Website:
[Company Website](#)

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



-
- Western Installation and Logistics, Inc
 - Elite Source Recruiting
 - Gypsum Services Inc
 - Deliver IT Source, LLC
 - Linear A, LLC

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.

Reminders to Check the following:



[Click Here for
Current Opportunities](#)

Our bid opportunity page updates daily! This is password protected and ONLY for certified MBEs. If you need the updated password, please contact us at 303-623-3037 or communications@mpmsdc.org



Keep checking our calendar of events page to register for upcoming events!

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

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