### **April 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 Vison of the MPMSDC is to be the bridge to help corporations create wealth within the minority business community by connecting them to capable and qualified MBEs for contracting opportunities.

Executive Vice President's Corner



Get Connected.
Stay Connected.
Be Connected!



Let's celebrate Diversity & Equality

# Belinda Hooks Mountain Plains MSDC Executive Vice President

Greetings and Happy Celebrate Diversity Month

Greetings MBEs, Corporate Members, and Strategic Partners!

As we step into April, we enter a month dedicated to celebrating diversity and fostering a deeper understanding of the unique differences that enrich our lives. Celebrate Diversity Month is an opportunity for us to recognize and appreciate the diversity of the world, encompassing various aspects such as gender, sexual orientation, race, ethnicity, religion, and more.

During this month, I encourage each of you to take time to reflect on the richness that diversity brings to our communities and workplaces. By embracing and understanding these differences, we create a more inclusive and harmonious environment for everyone.

Let's also use this time to reinforce our commitment to diversity training in the workplace. By investing in education and awareness, we can cultivate a culture of respect, empathy, and equality.

Wishing you all a meaningful and enlightening Celebrate Diversity Month.

Warm regards,

Belinda Hooks
Mountain Plains MSDC Executive Vice President

# 2024 Programming & Events from the Mountain Plains Council



# Rescheduled Date Colorado **Diversity Business Summit &** Connection Zone

"Innovating Together, Embracing Diversity in Business"

We are thrilled to extend an invitation to you for the 2024 LIVE Colorado Diversity Business Summit & Connection Zone, proudly hosted by the Mountain Plains MSDC. This exclusive event, set to take place at the dynamic venue of Kiewit, serves as a prime opportunity to connect with like-minded professionals.

Join us for a day filled with meaningful discussions, networking opportunities, and the chance to build valuable connections that can significantly impact your business. The event will bring together MBEs, regional/national corporations, procurement executives, supplier diversity professionals, and strategic partners.

- •Morning Kickoff: Power Breakfast Program with Keynote Start your day with inspiration and valuable insights from our keynote speaker during the Power Breakfast Program. This session sets the tone for a day of learning and collaboration.
- \*Educational Workshops for MBEs and Corporate Members Engage in informative workshops tailored for both Minority Business Enterprises (MBEs) and Corporate Members. These sessions aim to provide practical knowledge and foster dialogue on key industry topics.



#### REGISTER TODAY!



Friday, May 3rd



8:30a- Check In



9:00a-1:00p- Program

Connection Zone



Kiewit

10051 Trainstation Cir Lone Tree, CO 80124



- ·Midday Break: Power Luncheon with Keynote Enjoy a midday break with a Power Luncheon featuring an impactful keynote address. This is a great opportunity to recharge, connect with peers, and gain valuable perspectives.
- Connection Zone Immerse yourself in the Connection Zone, where networking opportunities abound. Connect with industry professionals, potential partners, and fellow attendees to build lasting relationships.

CERTIFY | DEVELOP | CONNECT | ADVOCATE



# **Connection Zone Companies to Date**



"Innovating Together, Embracing Diversity in Business'

Connection Zone: Your Gateway to Procurement Opportunities in 2024

Unlock new business horizons at the Connection Zone during our upcoming event! This exclusive space is designed to facilitate one-on-one interactions between Minority Business Enterprises (MBEs) and Corporate Members. Seize the opportunity to showcase your goods or services and discuss potential collaborations for the year ahead.

#### Here's how it works:

- •Tailored Meetings: Each MBE will have a dedicated 10-minute slot to engage with Corporate Members. This focused time allows for meaningful conversations about upcoming procurement opportunities.
- •Strategic Networking: Register now to secure your spot in the Connection Zone. Networking has never been more efficient connect directly with decision-makers, present your capabilities, and explore potential partnerships.
- •Maximize Your Impact: Whether you offer products or services, this is your chance to make a lasting impression. Be prepared to share insights, discuss your unique value proposition, and leave a memorable mark on Corporate Members seeking diverse suppliers.
  - Kiewit
  - · Denver Housing Authority
  - Xcel Energy
  - MBDA
  - Colorado Rockies
  - Ardent Mills
  - Ball Corporation
  - Comcast

- Swinerton
- · City & County of Denver
- Denver Public Schools
- NREL
- · JE Dunn Construction
- · University of Colorado
- Lumen
- Charter Communications
- World Wide Technology (WWT)

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#### WWW.MPMSDC.ORG

# Workshops for both MBEs and Corporate Members



"Innovating Together, Embracing Diversity in Business"

#### MBE Workshops- 45 minutes each



Topic: How To Do Business with Fortune 500 Companies
Mr. Mike Fontenot
Regional Procurement Senior Manager- Ball NCA Plant NetworkBall Corporation



Topic: Technology Readiness; An Imperative for MBEs to Engage with Enterprise Accounts

Ms. Annette Quintana

CEO-Istonish

#### Corporate Workshops- 45 minutes each



Topic: Working with Certified Companies as Business Development Assets (Mentor Protege's, Teaming Partners and through Joint Ventures)
Mr. Andra Hargrave
Director
Denver Minority Business Center (MBDA)



Topic: Equity in Human Resources Ms. Michelle Campbell Principal & CEO Diverse Talent

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REGISTER HERE FOR THE COLORADO DIVERISTY
BUSINESS SUMMIT



# **KCMO Diversity Business** Summit & **Connection Zone**

"Innovating Together, Embracing Diversity in Business"

We are excited to invite you to the 2024 LIVE KCMO Diversity Business Summit & Connection Zone, proudly hosted by the Mountain Plains MSDC. This exclusive event, set to take place at the dynamic venue of Evergy, presents a prime opportunity to connect with likeminded professionals. Join us for a day of meaningful discussions, networking opportunities, and the chance to build valuable connections that can significantly impact your business. The event will bring together MBEs, regional/national corporations, procurement executives, supplier diversity professionals, and strategic partners.

- Morning Kickoff: Energize your day with our Power Breakfast Program featuring a keynote speaker, offering valuable insights and inspiration to kickstart your day of learning and collaboration.
- **Educational Workshops for MBEs and Corporate** Members: Dive into interactive workshops designed specifically for Minority Business Enterprises (MBEs) and Corporate Members, providing practical knowledge and encouraging dialogue on crucial industry topics.

#### WWW.MPMSDC.ORG



#### REGISTER TODAY!



Thursday, May 16th



8:30a- Check In 9:00a-1:00p- Program 1:00p-3:00p Connection Zone



Evergy 1200 Main Street Kansas City, MO 64105



- Midday Break: Energize your afternoon with a Power Luncheon featuring an impactful keynote address. Take this opportunity to recharge, connect with peers, and gain valuable perspectives.
- Connection Zone: Immerse yourself in our dynamic Connection Zone, where networking opportunities abound. Connect with industry professionals, potential partners, and fellow attendees to forge lasting relationships.



KANSAS CITY, MISSOURI

# Connection Zone Companies to **Date**



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#### It is in your BEST interest to do some due diligence on these companies!

- Evergy
- MRI Global
- **Turner Construction**
- JE Dunn
- Burns & McDonnell
- GEHA
- **H&R Block**

- Kansas City University
- SBA
- **Hallmark Cards**
- Black & Veatch Corp
- AltCap
- Hickman Mills School District

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KANSAS CITY, MISSOURI

## WWW.MPMSDC.ORG Speakers &

## Workshop Presenters to Date



"Innovating Together, Embracing Diversity in Business



Lisa Helm Director, Supply Chain Excellence & Diversity Evergy



Marvin Carolina Jr. Corporate Speaker, Training, Coaching Marvin Carolina, LLC



Tammy Martin **Business Diversity Program** Director Burns & McDonnell



Geoff Jolley **Executive Director** LISC Greater Kansas City



Willy F. Pegues IV Vice President, Diversity, Equity & Inclusion McCownGordon



Sunil Nair Managing Partner-Co CEO iDatalytics, LLC



Jon Alvarado Founder **Teach Financial Literacy** 



**Brian Savoy** Director Business Development AltCap

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KANSAS CITY, MISSOURI

### 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!

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)

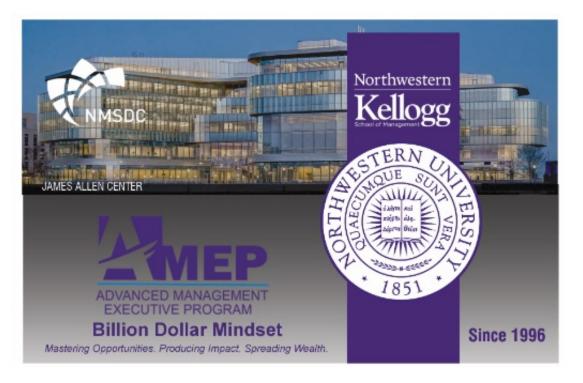


\*\*BID OPPORTUNITY\*\*
BID OPPORTUNITY\*\*

### **BID OPPORTUNITY\*\***

Hickman Mills C-1 School District is seeking proposals for "Produce, RFP 4-2023- 2024. Milk RFP 5-2023-2024 & Bread RFP 6-2023-2024. Bids/Proposals for all 3 RFP's are due at 2:00 PM CST 04-26 and will be publicly opened at that time. Bids/Proposals may be obtained on the District's website at www.hickmanmills.org Bid/Proposals will be received by the Purchasing Department at 5401 E 103<sup>rd</sup> St, Kansas City, MO.64137.

# **Bid Webpage**



The application process for this year's Kellogg AMEP cohort is now open. **LINK FOR INFORMATION AND TO APPLY** 

Please encourage your MBEs that meet the eligibility criteria to apply. Selection and notification will occur as soon as we are able to fill up this cohort.

- 1. We seek to have a class that is ethnically, industry, geographically and gender diverse.
- 2. We have had a request from one of our sponsors in the financial industry to locate MBEs in their industry that they can sponsor.

### What Students Say...

"We want to see billion dollar minority businesses become a fact and not an aspiration."

Course Topics

- Managing Strategic Change & Growth
- Talent Acquisition Hire Right
- · Financing & Building Wealth
- Growth Strategies
- Lead by Listening
- Entrepreneurial Finance
- The Leader's Role Business, Politics, Community
- Enhancing Personal Engagement
- Debt & Access to Capital
- · Identifying & Managing Risk

"I refer to the AMEP as the "entrepreneurial enlightening program." The AMEP Program gave me the confidence to streamline our business growth and change strategies. Absolutely rewarding! The opportunity to share the stories and experiences with other entrepreneurs is one of the great benefits of the AMEP Program. After all, success comes within the proximity of your connections." – Marie A. Rosado, 3A Press Corp.

"The week I spent at Kellogg School of Management at Northwestern was nothing short of a game changer for my professional life. I received a wide spectrum of valuable knowledge ranging from communication styles, to accounting ratios, acquisition tips, and many, many more. Equally important were the many deep relationships that were forged between my cohorts, the respective professors, and the NMSDC leadership staff. I am honored to have been a participant in this course, and I am excited about applying the lessons learned from this week to take my business to new heights." – Kirby Hays, Hal Hays Construction Inc.

"Having a Cohort of MBEs who have a similar mission makes this a special program. The curriculum was grounded in real world problems and issues which are very relevant to our businesses. Add to that the social element of the program and getting to know each other in a wonderful environment – all led me to give this program a 5 Star rating and more."— Rahul Kuruvilla, Triune Infomatics

"The professors are not just academically knowledgeable but also have the "real world" knowledge and experience to provide guidance and advice to MBEs. Overall, the experience was intellectually challenging, engaging and very professional. I could not wait to get back and implement what I learned."—Sylvia Nealy David, Human and Technology Capital Advisors LLC

**POWERED BY** 



U.S. Small Business Administration

# **Empower to Grow Program**

#### Free Training and Assistance

#### Federally focused training by FedMap

Explore our new program for government contractors! Enjoy no-cost access to personalized 1-to-1 training, weekly training sessions, an extensive online course catalog, free tools and templates, and a vibrant networking community.

Training and access to FedMap is FREE to eligible small businesses in regions V, VI, VII

#### Who can participate?

If you meet one of the following criteria:

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

#### YOU WILL LEARN:

How to navigate the government market with personalized one-to-one sessions, self-paced training, peer insights, and weekly training — all designed for government contractors.

#### **Registration Required:**

Apply now! fedmap.us/sba-e2g-training. Get access to our full course catalog, a growing peer network, and personalized one-to-one training (limited availability)

For more Information about the Empower to Grow program,

Please contact your SBA District Office. www.sba.gov/tools/local-assistance

SBA Cooporative Agreement contract # SBAAGC7.J2300009-01-00
This project is funded by a Cooperative Agreement from the U.S. Small Business
Administration (SBA). SBA's funding should not be construed as an endorsement of
any products, opinions, or services. All SBA-funded projects are extended to the
public on a nondiscriminatory basis.





#### **Program Dates**

Assistance available now through Sep 30, 2024

#### **Full Access**

Online self-paced courses, weekly and personalized one-to-one training, tools and templates.

#### Training provided by:

Coley & Associates, Inc.



Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact:

The FedMap Team info@fedmap.us (210) 384-1503

https://www.fedmap.us/sba-e2g-training



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.

- 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



# Small Business Funding Panel

Wednesday, April 24, 2024 11:00 am – 12:00 pm • Online • FREE

Join us for an insightful funding panel, where local lenders will share various small business loan programs to help grow your business. Whether you're a startup looking for initial capital or an established business seeking expansion funds, this event will provide you with practical tips and funding options. Don't miss this chance to connect with small business lenders to gain the knowledge you need to take your business to the next level. The event will end with audience Q&A.



Ryan Flanders Rocky Mountain MicroFinance Institute



Marie Peters B:Side



Alan Ramirez Colorado Enterprise Fund



Meghan Rauker DreamSpring



**DENVERMBDACENTER.COM** 



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.



#### **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 April 2024

As members of the Minority Business Enterprise and Inclusion Committee (MBEIC), we steadfastly uphold our mission to advocate for the empowerment and success of small and minority-owned businesses. It is with grave concern that we address the emergence of anti-diversity, equity, and inclusion (DEI) laws that pose significant threats to non-profit and philanthropic agencies. These laws seek to inhibit organizations from considering race as a factor in their operations, thereby undermining efforts to address systemic inequalities and promote equitable opportunities. We must stay knowledgeable about the changes happening around us and diligent in our efforts for diversity and equity. Full article can be read here:

#### **DEI Lawsuits threaten Non-profits**

<u>Click here for the updated list of events</u>. 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 minorityowned 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: April 2024 Edition By Andra Hargrave- Director MBDA

#### **Attention to Detail**

When formulating your response to a solicitation, it is important to pay attention to detail and adequately answer the questions asked. Ever heard the phrase, "show don't tell"? Well, that applies to proposal writing.

When asked about certain processes and experience such as your work plan, customer service models, past performance, etc., contracting processionals are looking to gain a clear understanding of your capabilities to perform the services laid forth *and* determining if you can even adequately explain your business processes. You want to spell out not just that you can perform the services, but *how* you will perform the services, even down to the small but important details.

If there is a scorecard in the solicitation, take the time to honestly judge how well you answered the questions. Put yourself in the contracting officer's shoes and see if you have any questions about how the work would be completed, if your past performance is adequate, etc.



**Melia Ingham** Technical Writer



Angel Cardon
Procurement Technical Writer

### **Denver MBDA Business Center**

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

# Workforce Tag Talks April 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.

#### Juntos Crecemos 2024 - Greenhouse Accelerator Program

#### PepsiCo is launching small-business accelerator, grants.

- · Targeting food and beverage businesses
- · Hispanic-owned businesses operating within the United States
- \$20,000 grant and five-month mentorship program centered around business challenges.
- · One business will receive an additional \$100,000 grand prize.
- · Business earnings between \$100,000 to \$2 million in revenue in the last financial year.
- · Applications close on May 6, 2024. More information on the website

#### Fast Break for Small Business (legalzoom.com)

#### LegalZoom expands small-business grant program in partnership with NBA, WNBA.

- · Awarding \$1.5 million in grants to 150 small-business owners
- \$1.5 million in products and services to 3,000 entrepreneurs looking to start their own business.
- · Small businesses that have been in operation for at least three months are eligible
- Individual \$10,000 grants or up to \$500 in LegalZoom products and services
- Entrepreneurs are eligible to apply for up to \$500 in LegalZoom products and services
- Action Opportunity Fund will administer the grant awards.
- Grant applications close on September 13, 2024, at 8 p.m.

### Other small-business grants open to applications as of April 2024 Jobber Grants (getjobber.com)

- Jobber provides operations management software for home service businesses
- 15 businesses could get \$10,000 to purchase new equipment, marketing or training its team.
- Applications open until June 12, 2024.

#### The Kitty Fund Mompreneur Business Grant

- \$25,000 to 25 moms who own businesses. All founders must identify as mothers
- · Annual revenue should not be more than \$5 million & between two and 100 employees
- · Applications are due April 16, 2024.

#### 2024 Halstead Grant for silver jewelry

- · Each summer of \$7,500 in start-up capital and \$1,000 in merchandise and industry recognition
- Winner and finalists receive personalized feedback report from all of the judges
- Deadline: May 1, 2024.

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.

# "April MBE Spotlight"







#### Company Name: Verde Facilities Services LLC

#### **Owner Name:**

Paul Merced Sarzoza & Jose Jared Rivera

#### **Company Description:**

In 2022, Verde was recognized by the National Minority Supplier Development Council (NMSDC) as one of the 50 fastest growing minority-owned businesses in the United States!

As a certified Minority Business Enterprise (MBE) with 100% Latino ownership, Verde can help you turn DEI into real green (we're talking dollar-dollar bills, ya'll). Not only will a supplier diversity program make a positive impact in your community, it also makes you eligible for federal and possibly state tax incentives. Now that's what we call a win-win-win!

Verde Clean is a U.S. commercial facilities services company delivering cleaner, greener workplaces. We specialize in eco-friendly cleaning products and processes that support improved indoor air quality and a healthier planet.

#### Website:

**Company Website** 

WELCOME MPMSDC NEWLY CERTIFIED MBEs
Welcome our Newest MBEs

# Click on each company name for website information!



- Gary Broils Consulting LLC
- Diverse Talent, LLC
- Antoine Construction, LLC
- Salon One, LLC
- AA Temperature Controlled, 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 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:



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

Unsubscribe cindy@mpmsdc.org

<u>Update Profile</u> | Constant Contact Data Notice

Sent bycommunications@mpmsdc.org