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*Small Business is Good Business*

Advocating, Informing and Promoting Small &amp; Minority Owned Businesses

## Columbus Small Business Owner Completes Goldman Sachs 10,000 Small Business Program



John Larkin

*Alumi look to build on successful track record of previous classes*

John Larkin, Sr. Partner with Electronic Systems Consultants of Columbus, Ohio, recently took a step toward greater business success by completing the *Goldman Sachs 10,000 Small Businesses* program at Cuyahoga Community College (Tri-C) located in Cleveland, Ohio.

Larkin spent fourteen weeks on the campus of Tri-C studying a business and management curriculum designed by Babson College, a top-ranked school for entrepreneurial education.

"This was a great opportunity and experience for me as a small business owner looking to expand and grow my company," says Larkin. "The course is designed

to take you away during normal business hours to work on your company and not in your company. It helped me focus on a short and long-term business plan that will be implemented immediately."

*Goldman Sachs 10,000 Small Businesses* is a \$500 million initiative to unlock the growth and job creation potential of small businesses across the United States by providing them with greater access to business education, financial capital and business support services.

Electronic Systems Consultants, LLC (ESC) is a full service systems integrator provider.

"Our professional staff has over 40 years of combined experience in both the installation and maintenance of integrated fire and security systems," says John Larkin, Senior Partner with ESC of Greater Ohio.

ESC consultants provide a fully integrated system service to concentrate on both large and small commercial projects, as well as government installation and service projects with national coverage. We support Federal, Military, State, and local government customers. Electronic Systems Consultants perform design build projects with a strong emphasis on consulting services to help your company complete projects from budget planning to final commissioning," says Larkin.



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OhioMBE welcomes letters to the editor from readers. Typed letters of 200 words or less are preferred; all might be edited. Each letter must include name, home address and daytime phone number. Some letter may appear on our website.

The 912 Group is an Ohio certified Minority Owned and EDGE business. The 912 Group is a certified FBE with the City of Columbus.

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# government briefs

## Ohio Civil Rights Commission MLK Art, Writing and Multimedia Contest

The Ohio Civil Rights Commission is excited to announce the opening of its 2017 Dr. Martin Luther King, Jr. Art, Writing, and Multimedia Contest! This year's theme is "Driving out Hate."

One of Dr. Martin Luther King, Jr.'s basic beliefs was that love should be at the center of all of his work as a community leader. The nonviolent protests he led during the Civil Rights Movement came from the idea that violence and destruction would not change the hearts and minds of others. Still, Dr. King knew that it is challenging to show love and kindness to people who only show you anger and hatred. He believed that a person must look beyond the bad things they see in their enemies and try to find common ground and shared interest to heal wounds and create a community and country that treat all people equally.

**Contest Entries:** In his book, *Strength to Love*, Dr. King discusses the challenges and im-

portance of loving your enemy, even when they do not love you back. He said, "Darkness cannot drive out darkness: only light can do that. Hate cannot drive out hate: only love can do that." - Dr. Martin Luther King, Jr., *Strength to Love*

Think about times in your life when you have witnessed hatred and intolerance. What things have you done to drive out hate?

Click <http://bit.ly/2ijquLS> for this year's entry form and detailed contest information.

Contest winners will be invited to a public recognition ceremony where they will be presented with awards for their work. Questions? Call us at 888-278-7101

All entries should be emailed (see entry form) or postmarked to the following address no later than **January 13, 2017 at 5:00 PM:**

Ohio Civil Rights Commission  
c/o Office of Public Affairs—MLK 2017  
30 E. Broad Street, 5th Floor  
Columbus, OH 43215

## Treasurer Mandel issues 2016 Annual Report Highlighting Transparency Efforts

Ohio Treasurer Josh Mandel announced the release of his Fiscal Year 2016 Annual Report highlighting the work being done to make government more transparent and open to the people.

"Since taking the oath as Ohio Treasurer in 2011, I'm proud that the work we have accomplished over the past six years has earned the trust of Ohioans," said Treasurer Mandel. "By launching OhioCheckbook.com and posting government spending online, we are empowering taxpayers across Ohio to hold public officials accountable."

The report also highlights how Treasurer Mandel has:

- Earned Ohio the #1 government spending transparency ranking in the country for the second year in a row, climbing from 46th to 1st as a result of the launch of OhioCheckbook.com according to the U.S. Public Interest Research Group (U.S. PIRG);
- Created transparency partnerships with almost 1,000 Ohio local governments and schools to place their spending information online at OhioCheckbook.com;
- Launched a historic partnership with Ohio's five statewide pension funds to place their checkbook level spending information online at OhioCheckbook.com;
- Announced partnerships with the Presidents of Bowling Green State University, Central State

*See Treasurer on page 3*

# Happy New Year

## Online Voter Registration available Jan. 1.

**COLUMBUS** – Ohio Secretary of State Jon Husted announced his office will launch the state's new online voter registration system at midnight on January 1, 2017.

"Raise a glass of champagne, offer a toast, get online and register to vote," Secretary Husted said.

At Secretary Husted's request, the General Assembly passed Senate Bill 63, which authorizes the use of online voter registration in Ohio. The bill allows the system to be made available to Ohioans as early as January 1, 2017.

Secretary Husted has long been an advocate for online voter registration in Ohio, which has proven in other states to save between 50 cents and \$2.34 per registration, according to the Pew Charitable Trusts. Between 2011 and 2016, the state could have saved between \$3.7 million and \$17.3 million.

"Online voter registration is more convenient, more secure, more accurate and less costly than the paper voter registration alone and I am proud that we will finally be able to provide this service to Ohio voters," Secretary Husted said.

Online voter registration is more secure than paper registration alone as the online system will immediately check a voter's eligibility prior to accepting the registration. With an automated system, the risk of human error is also significantly reduced.

*Treasurer from page 2*

University, Miami University, Ohio University and Wright State University as the first public universities in the state to agree to post their check-book level expenditures on OhioCheckbook.com;

- Partnered with Ohio Auditor Dave Yost to create a partnership between OhioCheckbook.com and the Auditor's Uniform Accounting Network (UAN);

- Leveraged technology by

partnering with the Ohio Bureau of Motor Vehicles to accept credit cards as an option for payment at Deputy Registrars;

- Launched STABLE Accounts which are the nation's first savings and investment accounts for people with disabilities.

View the full Fiscal Year 2016 Annual Report at [www.OhioTreasurer.gov](http://www.OhioTreasurer.gov).



## Happy New Year!

By Ronda Watson Barber - Publisher

Happy New Year!

It's hard to believe that OhioMBE will be celebrating eight years of publishing with the Jan. 15 issue. What a ride we have had. There have been growing pains. We have experienced our ups and downs as we actively work to improve the climate for MBE/FBEs to conduct and grow their businesses.

I want to continue to engage and empower the MBE/FBE community. The goal of OhioMBE will ALWAYS be to provide relevant information and news to increase the visibility of and capacity of small businesses. We will advocate for MBE/FBEs.

We have many milestones to celebrate. Through our media outlets and email blasts, we have established a powerful niche in communicating to small businesses and providing them with contracting opportunities.

We host monthly OhioMBE Procurement Fairs to provide access to MBE/FBEs to make one-on-one connections with organizations. Businesses travel across the state to participate. We are actively assisting small businesses get contracts.

We also host the annual OhioMBE Awards to recognize outstanding small businesses and dedicated advocates. The OhioMBE Awards presents the Frank W. Watson Scholarship to local students to assist them with post-secondary expenses.

On a regular basis, we receive accolades from elected officials, procurement officers, and minority owned businesses for our leadership is assisting and speaking out on issues of importance. Our readers are appreciative of OhioMBE's efforts to inform and educate MBEs. I believe the primary role of a newspaper is to inform the public about the activities of its government, both good and bad. I take this responsibility seriously.

Team OhioMBE looks forward to 2017. We will continue to advocate and promote small and minority owned businesses. We will continue to work with organizations to foster a positive climate for economic development. We will also continue to inform our readers about issues of importance to their enterprises.

The 912 Group and its media outlets wish you happiness and prosperity throughout the coming year.

New Year, New Goals, New Successes! Happy New Year!

Just my thoughts...rwb

# The Right Way to Think About Credit Lines for Business

Access to cash via a line of credit is an important safety net for a small business. Although there are various types of credit lines available, it is the flexibility it provides that makes it so popular among small business owners.

A line of credit is more like cash on demand for a set amount. You can draw funds up to the credit limit set when your company needs it, and you only pay interest on the funds you withdraw. Best of all, every dollar of principle you pay back becomes available for the company to use again.

The important thing to remember is credit lines for businesses have received an overhaul in the past several years. No longer is a credit line being issued just by banks down the road. Today, there are completely different lines of credit issued to businesses from alternative lenders rather than by banks alone. In addition, small business owners can also get credit lines secured by specific types of collateral such as equipment and accounts receivables.

Here's how I've learned to think about credit lines for business by following three simple rules.

## Rule 1: Diversify your access to credit lines

When you rely on one bank or one type of credit line as the sole source of funding it may put your company at risk. When there is no backup plan if the company loses access to credit it can devastate a small operation. "A few years ago, losing a line of credit was a

crisis - today, it's the new normal," says Marilyn Landis, a board member of the National Small Business Association in Washington, D.C.

Ask yourself right now what you'll do if your existing line of credit gets shut down or drastically reduced tomorrow. To combat this, you need to diversify your access to credit lines through banks and alternative lenders. Remember, the credit lines your company has access to will be there when you need it, and you don't have to use it or pay for it if you don't. The National Federation of Independent Businesses says, "Think of it as an insurance policy that never needs to be paid until you need it."

## Rule 2: Use your credit line for what it's good for

Recognize that credit lines provide an advantage over regular business loans. You only pay interest and fees on the portion of funds you use. If your credit line is for \$20k and you don't withdraw any funds, you won't have any interest to pay. The entire \$20k is available for the business to use but you only make payments on the money you've actually used.

The fact is a credit line for a business is a much more affordable option to fund short-term finance needs, like buying inventory, paying business expenses, or purchasing new equipment compared to applying for a business loan.

## Rule 3: Practice Self-Discipline

Stay on top of your payments when it comes to paying back the funds you used on your credit lines. The use of credit lines in the company's name provides the business an op-

# A 6-Step Checklist for New Business Ideas

Here is a six-step checklist of things to do before you can even justify writing a business plan, let alone investing money:

## Step 1: Road Test Your Idea

This critical but often-skipped step has saved many a business owner or startup entrepreneur from certain failure. Before you write one word of a business plan, you need to honestly assess the validity of your idea, or the promise of your product in the real world. Think of it as a reality check on whether your idea is really the basis for a successful business, or more wishful thinking than you first thought.

A business plan won't tell you this. That comes later once you've proven your concept. But that plan is guaranteed to be vastly more effective with the road test behind you. The steps that follow here will help you with your "road test."

## Step 2: Find the Fatal Flaw

Every business that flops has a fatal flaw of some kind; or perhaps many. Your mission is to find that flaw before it finds you. First, banish the thought that your idea is perfect. It's not. One hallmark of success is a willingness to constantly question your own ideas.

Ask yourself: What am I missing? What possible pitfalls am I not seeing? How might competitors respond? What makes me think that my idea will work when so many others don't?

But don't stop there. You're not just looking for things that might go wrong, you should also ask yourself how you might be able to fix them once you find them.

## Step 3: Shed Common Myths and Misconceptions

\* Here's a big one: Nobody thought of this before. Really? Such ideas are rarer than rare. Odds are many have thought of it – and punted.

\* There's no competition, and that's a good thing. Not necessarily. If it's really such a good idea, others should see that and be in there with you. If not, you've got to wonder.

\* The concept is great, so the business opportunity must be great, too. "Concept" and "opportunity" are two different things. A huge chasm stands between a good concept and turning it into a viable business.

\* I need to be on the market first in order to win. The business landscape is littered with defunct "firsts." Watching the mistakes that others make, and then fixing them with your idea, is often a better strategy.

## Step #4: Assess Your Risks — Realistically

There may be more risks than you think. For example, bringing a product to market involves many risks. Can you make it on a large enough scale to pay off? Does your product require users to change their behavior (consumers don't like to do that).

*See Checklist on page 9*





# OhioFBE

*Celebrating Ohio's Women Owned Businesses*

**January 1, 2017**

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Publisher/Editor-in-Chief

Volume 1—No. 1

## A salute to OhioMBE's Top FBE Winners

*Last October, OhioMBE honored small business owners who are excelling at the 2016 OhioMBE Awards. The following ladies received the Top FBE Award.*



### **Melissa E. Perkins - Owner of Uzuri Kid Kid Kidz & Uzuri Enterprise**

Melissa Perkins was born to be an Entrepreneur. As a little girl, Perkins caught the enterprise bug as a result of her selling candy and performing odd jobs. Melissa said as long as she can remember she loves creating and selling things. Creating things was apparent as Melissa with her sister Adria formed Uzuri Kid Kidz an African American Party Supply & Accessories Company. Perkins said she created Uzuri Kid Kidz to ensure that children of color could celebrate with positive images that mirrored their lifestyle. Thus, one of her goals was to address the absence of African American products on store shelves, which Perkins accomplished through selling her product line to the following retailers: Kroger, Wal-Mart, Birthday in a Box, Birthday Express and other Small Business in the United Kingdom.

Melissa's business accomplishments have been featured and celebrated in African American publications such as Essence Magazine, Sister to Sister, Ebony Magazine and Black Enterprise.

### **Renne Dismore - Owner of Nay's Creative Ways**

Nay was born and raised in New Albany, Indiana and went to college in Pennsylvania and Rhode Island. After serving several churches and ministries in Sandusky, Ohio, Indianapolis, Indiana and the Louisville, Kentucky area, she began working as a paralegal in estate work in New Albany and Louisville, KY.

Nay met her husband of 31 years, Terry, in 1984. He was in radio. They have worked at listener-supported stations and Nay started hosting meetings and parties for him at those stations and this whetted her appetite for learning all about Hospitality.

She believes hospitality is something that can be taught, and it is one of the best ways to get to know people...whether co-workers, friends, neighbors or even people you don't know! Tea parties are relaxing, intimate and fun and can lead to life-long friendships and great relationships. Pretzels With a Twist came out of her love of Hospitality. "We've put a New Twist on a Classic Snack".

Currently, Nay and Terry attend Faithful Family Life Church in New Albany, Ohio. Starting a new business, doing comedy and speaking keep her busy as well as hosting tea parties.





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**Wanda D. Curry-Shepard** - Owner, Unique Services Logistics Career Academy, LLC

Wanda has always enjoyed teaching others. Her first assignment dates back to 1985 during the 7th grade, when she was selected by her teacher to assist in teaching English to a peer, who moved to Columbus, OH from Honduras.

In 2004, Ms. Wanda started two businesses, Unique Services, LLC and The Professional Bail Bond Group, Inc. While recognizing the need to be self-sufficient, she continued her own education and obtained numerous certificates and degrees. She currently holds the Professional Designation of Certified Fraud Examiner (CFE); a Bachelor's of Science in Accounting with a minor in Healthcare Management degree from Franklin University; Associates of Science in Accounting Degree and Bookkeeping Certificate from Columbus State Community College.

In 2009, Wanda expanded into the transportation industry by opening a brokerage firm. She has trained and employed several agents to arrange transportation of goods throughout the United States by connecting shippers and carriers. The Logistics division began in 2010 when she began purchasing semi-trucks to transport goods directly for shippers. Recognizing the need for Logistics-related career training, Wanda began training individuals in dispatching, brokerage, and office management. She developed curriculum that not only would teach the text book version of careers but also give the application approach of instruction through internship at her company. Working with owner-operators and company drivers, she recognized the need for additional training for class A CDL drivers in the area of safety, tax, office and business management, and has developed courses to meet those needs.

Wanda now offers these courses to the general public through Unique Services Logistics Career Academy, LLC. It is her hope that through the training and certifications offered in this academy, people will develop career paths that will lead to self-sufficient, sustaining and successful careers.

## **FIRST LADY SHANNON GINTHER ANNOUNCES COLUMBUS WOMEN'S COMMISSION MEMBERS**

First Lady Shannon Ginther announced the inaugural class of the Columbus Women's Commission. The Commission, unveiled at Mayor Andrew J. Ginther's State of the City address in February, will work to dismantle barriers and reduce gender based-inequities to improve the economic position of women in our community.

In speaking about the applicant pool of 249, Ms. Ginther shared, "I was thrilled by the tremendous response from our community and the overwhelming desire to partner in this work to help truly improve the economic well-being of women in this community. The people we have selected will work together to recommend solutions, build partnerships and be advocates to create change for women."

Mayor Ginther said he was particularly impressed with the diversity of the Commission. "The Commission represents the diversity of Columbus in race and ethnicity, age and business sector," he said. "I believe this will make the Commission's work better able to include all of the different segments of our community."

The Commission will focus on four areas that are key to women in the community: pay equity, housing and safety, health and nutrition, and workforce development and education.

The first class of commissioners include:

- Chair, Shannon Ginther, First Lady, executive director of Healthcare Transformation at Ohio Health Group
- Christie Angel, consultant, Calfee Strategic Solutions
- Elizabeth Brown, City Councilmember
- Victoria Calderon, co-owner/CEO, Avanza Business Solutions & Bottoms Up Coffee Co-op
- Janelle Coleman, president, foundation and chief diversity officer, L Brands
- Nichole Dunn, president and CEO, The Women's Fund of Central Ohio
- Nicol Ghazi, administrator, Muslim Family Services
- Matt Habash, president and CEO, Mid-Ohio Foodbank
- Danielle Harlow, social science research analyst, Ohio De-

*See Commission on page 7*



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*Commission from page 6*

partment of Rehabilitation and Corrections

- Iris Harvey, president and CEO, Planned Parenthood of Greater Ohio
- Terri Ifeduba, vice president of engagement and development, YWCA
- Gale King, executive vice president and chief administrative officer, Nationwide Insurance
- Kathleen McGarvey, deputy director, The Legal Aid Society of Columbus
- Ngozi Osuagwu, physician, clinical director of Women's Health Center, Doctor's Hospital
- Mary Relotto, founder, Dames Bond LLC& Mission Possible Consulting Group
- Daphne Saneholtz, partner/attorney, Brennan, Manna & Diamond LLC
- Barbara Smoot, president and CEO, WELD

The Columbus Women's Commission will hold its first meeting in January of 2017.

*Credit from page 4*

portunity to establish a business credit rating – which can be very valuable for future financing. Although credit lines provide many benefits, their downside is accumulating debt which can lead to costly interest in the long term. While debt can definitely be a useful tool for certain aspects of a business, business owners need to make sure their debt is working for them and not against them.

On a final note, it's essential to understand that credit lines for businesses are constantly evolving and changing. Sometimes unexpectedly. That doesn't mean you need to go along with every funding option. Do your research and outweigh the pros and cons of each credit line product. Develop a diversity of access to credit lines for your business, and leave the anxiety and fear behind.

Got some business news to share? Send it to [news@OhioMBE.com](mailto:news@OhioMBE.com). It may appear in an upcoming issue of OhioFBE.

## business resources



[www.EmployOhio.com](http://www.EmployOhio.com)



Ohio Business Development Center  
[www.OHBDC.org](http://www.OHBDC.org)



Women's Business Centers of Ohio

[www.wbcoho.org](http://www.wbcoho.org)

## Need FBE/WBE or EDGE Certification?



**Attend the next OhioMBE Certification  
101 class at the Columbus WBC on Jan. 7  
Register at [www.OhioMBE.eventbee.com](http://www.OhioMBE.eventbee.com)**

# bid opportunities

To post a bid notice, call 614-522-9122 or email [news@ohiombe.com](mailto:news@ohiombe.com)



Ohio Association of Regional Councils, OARC, is seeking to hire a Professional firm who can develop and design a uniform brand for OARC TDM/ridematching services administered by seven Metropolitan

Planning Organizations, MPOs. The ideal firm will work with representatives of the agencies identified to understand the goals and market of the program. After gaining an adequate understanding of the program, the firm shall develop three (3) concept brands for the group to discuss. Each brand should consist of various logos/icons and slogans/taglines. The elements should combine to make a brand that's intriguing and easily recognizable across multiple Ohio regions.

With guidance from the firm, the participating representatives from each MPO will discuss and analyze the brand concepts, and ultimately select one brand to adopt for OARC. After a brand is selected, the firm shall provide a style guide to help maintain consistent use across regional boundaries

Firms interested in being considered must submit **TWO (2) printed copies and one (1) in the form of a compact disc or jump drive in a PDF format.** Proposals will be received by OARC until **12:00PM (ET), MONDAY, JANUARY 9, 2017.**

#### Submit proposals to:

Mid-Ohio Regional Planning Commission  
Attn: SHARI SAUNDERS  
111 Liberty Street, Suite 100  
Columbus, OH 43215  
[ssaunders@morpc.org](mailto:ssaunders@morpc.org)

View the entire RFP at [www.OhioMBE.com/bid-opportunities](http://www.OhioMBE.com/bid-opportunities)



Columbus City Schools issues solicitations on a regular basis for goods & services related to food, construction, technology, curriculum, & transportation. Interested vendors should periodically check our website at <http://www.columbus.k12.oh.us/rfp>



#### INVITATION FOR BIDS

Sealed bid proposals will be received by the Akron Metropolitan Housing Authority at 100 West Cedar Street, Akron, Ohio 44307 until **2:00 p.m.** local time on **WEDNESDAY, JANUARY 25, 2017** at which time and place all bids will be publicly opened and read aloud for:

#### WINDOW REPLACEMENT AND RELATED WORK at MOHAWK APARTMENTS SAFER PLAZA, AKRON, OHIO 44306

Specifications can be purchased at SE Blueprint, Inc. located at 540 South Main Street, Suite 211, Akron, Ohio 44311 (330) 376-1689. [seblue@seblueprint.com](mailto:seblue@seblueprint.com)

The above mentioned are on file for viewing at the Subcontractors Association NEO, 637 Vernon Odom Blvd., Akron, Ohio; Akron Urban League, Minority Business Assistance Center, 440 Vernon Odom Blvd., Akron, Ohio; the Builders Exchange of Canton, 5080 Aultman Rd., North Canton, Ohio; Builders Exchange of Cleveland, 9555 Rockside Road, Suite 300, Cleveland, Ohio; and the Ohio Construction News, 7261 Engle Road, Suite 304, Cleveland, Ohio. A list of plan holders can be obtained from SE Blueprint's website @ [www.seblueprint.com](http://www.seblueprint.com)

A Pre-Bid Conference will be held by the Housing Authority at the AMHA Administration Building, 100 West Cedar Street, Akron, Ohio 44307, on **WEDNESDAY, JANUARY 11, 2017 at 2:00 P.M.**

View full bid notice at  
[www.OhioMBE.com/bid-opportunities.com](http://www.OhioMBE.com/bid-opportunities.com)

#### Need to meet your EDGE/MBE or Good Faith Contracting Efforts?

When you need EDGE or MBE participants,  
The 912 Group and OhioMBE can help.

Place your legal ad or bid notice in  
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[news@ohiombe.com](mailto:news@ohiombe.com) | 614-522-9122

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## Columbus DTHS interns looking for opportunities

Looking to hire an intern? Columbus Downtown High School's Business Students are looking for opportunities to gain practical, challenging and meaningful on-the-job work experience.

Your interest and the availability of openings determine the possibilities. From the start, interns are challenged to demonstrate their strengths and apply their knowledge to help you achieve your business goals. Students welcome paid and unpaid Internships as the main focus is the "authentic" experience.

Areas of opportunities can include Accounting, Communications, Engineering, Environmental Health & Safety, Finance, Human Resources, Information Technology, Logistics, Manufacturing, Marketing, and Purchasing sectors.

Students are available beginning January until May within the hours of 12:00 pm -2:00 pm.

Please contact Cheryl Cooper for more information at 614-365-2283.

# Ohio Faith News

Is your church  
hosting an event?



List it on  
**OhioFaithNews.com**

Email [admin@ohiofaithnews.com](mailto:admin@ohiofaithnews.com) for login instructions.

*Faith Hope Love*  
THE GREATEST OF THESE IS LOVE

*Checklist from page 4*

Will it last?

You must also assess market risks, existing or potential competitors, money (do you have enough?) and your own management limitations.

### Step #5: Analyze the Market in Detail

Ask the fundamental questions: Is this really a good market? How big is it? But in doing that, you must also understand that a "market" means buyers, not just products. Your business or product will have to offer those buyers some clearly visible benefit in order for them to choose you over someone else.

### Step #6: Define Your Team

Are you planning to go it alone, or will you need others involved in building your business and executing on your idea? This can mean working with outside advisors, or bringing in partners and employees. In any case, your "team" will be critical to your success.

Source: [www.score.org](http://www.score.org)

# business directory

"SUPERLATIVE SERVICE AT REASONABLE RATES"



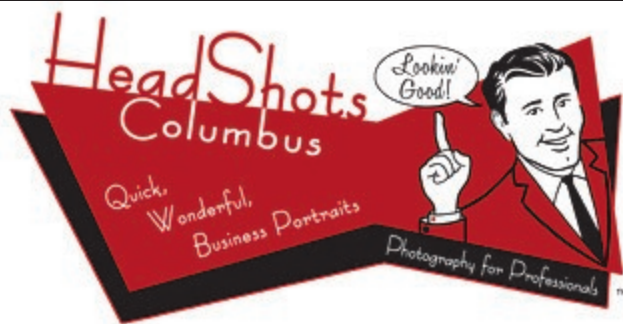
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# Ohio Diversity Network

Get a weekly email from [OhioDiversityNetwork.com](http://OhioDiversityNetwork.com) notifying you of upcoming events.

Sign up online!

**Hosting a business event?**

**Did you know you can post it on [www.OhioDiversityNetwork.com](http://www.OhioDiversityNetwork.com)**

Email: [news@ohiombe.com](mailto:news@ohiombe.com) for  
login information

**Thursday, January 5, 2017 at 9:15am**  
**WBC CLEVELAND AND NORTHERN OHIO: TTT:**  
**YEAR-END TAX PLANNING: WHAT YOU NEED TO**  
**KNOW**

Cleveland

**Thursday, January 5, 2017 at 5:30pm**  
**WBC COLUMBUS AND SOUTHERN OHIO: THE WBC**  
**VISION BOARD PARTY**

Columbus

**Thursday, January 5, 2017 at 6:00pm**  
**Ceremonial Swearing in of Franklin County Commis-**  
**sioner Kevin Boyce**

Columbus

**Saturday, January 7, 2017 at 11:00am**  
**OhioMBE – Certification 101**

Columbus

**Tuesday, January 10, 2017 at 9:15am**  
**WBC CLEVELAND AND NORTHERN OHIO: MINDSET**  
**OF AN ENTREPRENEUR**

Cleveland

**Tuesday, January 10, 2017 at 6:30pm**  
**WBC COLUMBUS AND SOUTHERN OHIO: CLASS: FOUNDATIONS OF INVESTING**

Columbus

**Wednesday, January 11, 2017 at 11:00am**  
**WBC COLUMBUS AND SOUTHERN OHIO: FINANCIAL WELLNESS WITH FIFTH THIRD**

Columbus

**Thursday, January 12, 2017 at 9:15am**  
**WBC CLEVELAND AND NORTHERN OHIO: TTT: PLANNING FOR A HEALTHY BUSINESS**

Cleveland

**Thursday, January 12, 2017 at 12:00pm**  
**ECDI Columbus – COLUMBUS: CLASS: BUSINESS INFORMATION SESSION**

Columbus





# Make a resolution to get your business certified in 2017!

Next class is Saturday Jan. 7 at the Columbus WBC

## Ohio Certification Center:

### We can help you get your business certified

There are several reasons why you should get your business certified:

1. Some entities have purchasing goals. Only certified businesses can participate.
2. Certification adds legitimacy to your business. You have gone through a process that has determined that your business is owned and controlled by a minority, woman or disadvantaged business.
3. Certification can afford you loan and bonding opportunities. The State of Ohio has loan and bonding programs specifically for certified minority owned businesses.
4. Certification can be a marketing tool for your business. You can add your certifications to your marketing materials, business cards, website , etc. Many consumers like doing business with veteran, minority or woman owned businesses.
5. Certification can be used in the private sector. Many companies don't have a certifying program but in an effort to have supplier diversity, will accept the certifications from some governmental agencies.



*Find class schedules online at [www.OhioMBE.eventbee.com](http://www.OhioMBE.eventbee.com)*

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