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*Small Business is Good Business*



Advocating, Informing and Promoting Small & Minority Owned Businesses

OhioFBE is on page 11

## OLBC's Statehouse Day of Action champions causes of Black Ohioans

*Lawmakers, advocates and citizens gather for inspiration, reflection and advocacy*

COLUMBUS— Ohio Legislative Black Caucus (OLBC) President and state Rep. Stephanie Howse (D-Cleveland) joined fellow OLBC lawmakers Tuesday for the group's annual Day of Action. The event provided an opportunity for Ohioans to interact with state legislators and discuss issues that affect their families, communities and everyday life. The theme this year, "Still History, Still Black: Championing the Causes of



*See OLBC on page 8*



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### Guest Column

## Join us for the Ohio Business and Career Expo

Are you a business owner interested in having the State of Ohio as a client? If so, I'd like to extend a personal invitation for you to attend the free **Ohio Business and Career Expo** being held 9 a.m. to 4 p.m. **May 17 at the Ohio Expo Center's Cardinal Hall.**

**This networking and learning opportunity is geared toward business owners and job seekers who are minorities, women, or otherwise socially and economically disadvantaged.**

The State of Ohio and our partners value diversity and inclusion. As a result, we are holding this expo to support equal employment opportunities and efforts to expand access to state contracts for small, minority- and women-owned businesses.

If you own a business certified through the **Minority Business Enterprise (MBE)**, **Disadvantaged Business Enterprise (DBE)** or **Encouraging Diversity, Growth and Equity (EDGE)** programs, or would like to learn more about the benefits and process of certification, this expo is for you.



*See Expo on page 3*

**Find us online:**

**#ohiombe**

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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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## HUD Secretary Dr. Ben Carson visits Columbus

Dr. Ben Carson visited Columbus last Wednesday and Thursday to gather information from residents in public housing and community leaders. He spoke with members of the media for 15 minutes at The Commons at East Livingston. He voiced that there were concerns about “putting teeth” behind Section 3, which requires that if you are receiving government funding you employ local people, particularly in the low income areas. He said it hasn’t been done very much because there is a skills gap. “To solve the skills gap you recognize you have a project coming up so start training people a year to 2 years in advance. So its done. They have permanent skills which will allow them to ascend the ladder of opportunity which is what we are trying to do.”

## Lt. Governor Taylor and BWC announce \$44 million investment in workplace safety and wellness

COLUMBUS — Lt. Governor Mary Taylor and Ohio Bureau of Workers’ Compensation (BWC) Administrator/CEO Sarah Morrison recently announced a \$44 million investment in workplace safety, health and wellness. The safety initiative is part of the [\\$1 billion rebate plan](#) proposed by Gov. John Kasich last month and approved by BWC’s board of directors this morning.

Taylor and Morrison were joined by State Fire Marshal Larry Flowers and Ohio Department of Developmental Disabilities Director John Martin for the announcement at the Wesley Glen Retirement Community in Worthington. Methodist ElderCare, which operates Wesley Glen, received a healthy worksite award at the Ohio Business Council’s annual *Healthy Worksite Awards* ceremony in January

and drive economic growth in Ohio,” said Lt. Governor Mary Taylor. “We owe it to Ohio’s workers and their families to ensure our workplaces are safe and that those workers are able to return home each day after their shift.”

The new initiative calls for \$44 million over two years to improve wellness and safety for workers across Ohio. This includes a new wellness program, funding for specific programs to help firefighters and those who work with children and adults with disabilities, and an education campaign to address common injuries at work and in the home.

“We at BWC have a strong history of promoting safety in the workplace, as evidenced by record-low claims,” said Morrison. “This program is about expanding that effort directly to workers and creating a culture of safety among all Ohioans.”

The initiative is expected to launch in January and includes:

“Each day, millions of Ohioans leave their homes to go to work, provide for their families

See BWC on page 8

# **publisher's note**

*Expo from page 1*

## **Resist! Advocate!**

By Ronda Watson Barber  
OhioMBE Publisher

I continue to ask Black business owners, how they are advocating for the success of their businesses. As an advocate for small businesses. I often hear complaints about the unfairness of some organizations with respect to inclusion in purchasing practices. Many publicly financed organizations are practicing taxation without participation.

I recently attended two forums hosted by the Columbus Branch of the NAACP focusing on the purchasing practices of Columbus City Schools. I was shocked and disturbed by the comments Black vendors made towards the purchasing department. It appears that the purchasing department has a culture of bias and disrespect towards Black businesses. I am extremely concerned that District administrators who are aware of the biased practices are doing nothing to address the issue.

Columbus City Schools is considering the rehiring of Purchasing Director, Dennis Carney after he retires. OhioMBE vehemently objects to the rehiring of Mr. Carney. When his name was mentioned in the NAACP forums, it was booed. As purchasing director, he has not met the District's Local Economically Disadvantaged Enterprise, LEDE, purchasing goals in over 4 years. The LEDE goals are a mandated board policy. He and other administrators are not actively working to meet the goal. He should not be rewarded for failure. Mr. Carney has been a major barrier in Black businesses receiving contracts from the district. He has enacted departmental policies that have disenfranchised Black-owned businesses.

Pursuant to Ohio Revised Code Section 3309.345, the Columbus Board of Education gives notice that Dennis Carney, Director of Purchasing who will retire from the Columbus City Schools effective June 1, 2017, is seeking employment with the Columbus City Schools as Director of Purchasing effective June 10, 2017.

The Board will hold a public hearing on May 16, 2017 at 5:30 p.m. in the Assembly Room of the Columbus Education Center, 270 East State Street, Columbus, Ohio on the issue of Mr. Carney's re-employment.

Please attend this IMPORTANT board meeting and voice your opinion. Or write a board member. It cannot continue to business as usual.

Resist! Advocate! Just my thoughts...

RWB

MBE and EDGE are administered by the Ohio Department of Administrative Services. DBE is administered by the Ohio Department of Transportation.

For those of you who have attended the Ohio Business Expo in previous years, you will again have opportunities to learn more about doing business with state agencies and other government entities. This year we are expanding the expo to include a career component to help state agencies, other government entities and the construction industry further diversify their applicant pools.

### **For business owners**

Business owners will be able to network with purchasing officials from more than 40 State of Ohio agencies as well as other government entities including the Columbus Regional Airport Authority and Central Ohio Transit Authority. Also participating will be purchasing officials from several state universities, including The Ohio State University, Bowling Green State University, University of Akron, University of Cincinnati, Kent State University and University of Toledo.

Business owners also will be able to attend workshops on several topics. You will be able to learn about financing programs, registering to do business with the state and responding to a state bid request. In addition, a computer lab will be available to help business owners begin the application process for MBE and/or EDGE certification, recertification or cross certification. Help also will be available to navigate the state procurement website, [procure.ohio.gov](http://procure.ohio.gov).

### **For job seekers**

If you know of anyone job seeking, please encourage them to attend the expo as well. They will be able to meet recruiters from more than 40 State of Ohio agencies, other government entities and universities, including The Ohio State University.

Job seekers also will have the opportunity to attend engaging workshops on how to land that great job. And a computer lab will be available for job seekers to start creating a profile on the State of Ohio job posting site, [careers.ohio.gov](http://careers.ohio.gov).

### **Construction trades**

And for those who are in the construction trades or would like to be, those folks will have the opportunity to network with representatives from several private construction firms, trade unions and apprenticeship programs, including Associated Builders and Contractors, Columbus Sheet Metal Workers and the Ohio State Apprenticeship Council.

### **More details**

Admission for all of these opportunities is free. Parking is \$5.

*See Expo page 4*

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**Waste Management is Now Hiring!**  
**Drivers and Technicians in**  
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### Requirements

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- Willing to work outdoors
- Valid CDL w/ airbrake endorsement

#### Technicians:

- at least 18 years of age
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[wmcareers.com](http://wmcareers.com)

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Be the *Change* you want to see in your community,  
**Join the Network!**



The Ohio Black Barber & Beauty Network was formed in 2016 as a nonprofit organization under Making A Difference, Inc located in Columbus, Ohio specifically dedicated in providing barbers and hair stylists with opportunities to highlight their talents

and interests in their local communities. While maintaining the ethical and Professional standards of our profession, we will foster youth mentorship, Legislative awareness and Health Wellness initiatives to impact families in the greater Ohio.

#### Initiatives:

- Health & Wellness
- Youth Mentorship
- Legislative Awareness



**Ohio Black Barber & Beauty Network**

**1.614.427.3226**

OhioBBnetwork@gmail.com  
www.obbbn.org



Reserve your space  
614.522.9122  
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**ADVERTISE HERE**

*Expo from page 3*

Online registration is available through May 3, but walk-ins are welcome. To register or learn more, please visit our website at [das.ohio.gov/ohiobizcareerexpo](http://das.ohio.gov/ohiobizcareerexpo).

I hope to see you May 17 at the Ohio Business and Career Expo! **The address is 717 E. 17<sup>th</sup> Ave., Columbus, 43211.**

Gregory L. Williams  
State EEO Coordinator/Deputy Director  
Equal Opportunity Division  
Ohio Department of Administrative Services

## Ohio Certification Center

The Ohio Certification Center is here to help you get your business certified as a:

### Minority Business Enterprise (MBE)

State of Ohio  
City of Columbus

### Female Business Enterprise (FBE)

City of Columbus

### Disadvantaged Business Enterprise (DBE)

Columbus City Schools (LEDE)  
Ohio Department of Transportation

### EDGE (Encouraging Diversity Equity and Growth)



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

Visit [OhioMBE.eventbee.com](http://OhioMBE.eventbee.com) for upcoming class dates.

# bid opportunities

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



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 **TUESDAY, MAY 23, 2017** at which time and place all bids will be publicly opened and read aloud for:

### PROVIDING MOVING SERVICES AND RELATED WORK AS NEEDED FOR THE PURPOSE OF RELOCATING AMHA RESIDENTS at VARIOUS AMHA DEVELOPMENTS THROUGHOUT SUMMIT COUNTY, OHIO

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 **TUESDAY, MAY 9, 2017 at 2:00 P.M.**

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



## COLUMBUS METROPOLITAN HOUSING AUTHORITY

COMMUNITY. COMMITMENT. COLLABORATION.

Legal Notice: RFP 2017-003 Professional Property Management Services (Franklin Station)

The Columbus Metropolitan Housing Authority is seeking Request for Proposals (RFP) for the procurement of Professional Property Management Services. The response deadline is Wednesday, May 24, 2017 at 11:00 AM. A pre-proposal conference is scheduled for 11:00 AM on Wednesday, May 10, 2017 at our corporate office. Specifications may be obtained by visiting our website, [www.cmhanet.com](http://www.cmhanet.com) or by contacting the Purchasing Department of the Columbus Metropolitan Housing Authority at 880 E. 11th Ave, Columbus, Ohio 43211 or by calling 421-4434, 8:00 AM-4:00 PM, Monday – Friday.

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

## 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 **THURSDAY, MAY 25, 2017** at which time and place all bids will be publicly opened and read aloud for:

### SANITATION AND STORM SEWER FLUSHING SERVICES AND RELATED WORK at VARIOUS AMHA LHA LOCATIONS WITHIN SUMMIT COUNTY, OHIO

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 **THURSDAY, MAY 11, 2017 at 2:00 P.M.**

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

Find us online:

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# bid opportunities

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

## 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 **THURSDAY, MAY 25, 2017** at which time and place all bids will be publicly opened and read aloud for:

### **SANITATION AND STORM SEWER FLUSHING SERVICES AND RELATED WORK at VARIOUS AMHA LIPH LOCATIONS WITHIN SUMMIT COUNTY, OHIO**

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)

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

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

## ARE YOU THINKING ABOUT ...

- Starting a business?*
- Selling your business?*
- Growing your business through acquisition?*

This lunch & learn workshop will educate current and hopeful business owners on how to navigate the complex world of small business acquisitions.

If you are a retiring business owner who wants to get the most value for your business or if you lost your job through corporate shuffle ... this workshop is for you. We provide answers to some of the most pressing questions for today's business owner, including:

- What does the market look like in today's economic environment?
- How is "Fair Market Value" determined?
- Why sellers sell and who they are
- Why buyers buy and who they are
- The successful process for buyers and sellers
- What can you do *today* to increase the value of your business?
- And Much MORE!



**May 16, 2017**  
**11:30 am to 1 pm**  
**The Green House**  
**20150 Lakeshore Boulevard**  
**Euclid, OH 44123**

Register TODAY -  
<http://bit.ly/2p86Ebg>

Contact John Morris at  
614-735-1233 for information



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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!

Tuesday, May 2, 2017 at 9:00am  
[ODOT DBE Roundtable District 7](#)  
Sidney

Friday, May 5, 2017 at 11:00pm  
[SBA – How to start and sustain your business](#)  
Columbus

Saturday, May 6, 2017 at 10:30am  
[OhioMBE Certification 101 at the Columbus WBC](#)  
Columbus

Wednesday, May 10, 2017 at 11:00am  
[2017 Employment Expo](#) Columbus

Thursday, May 11, 2017 at 9:00am  
[ODOT DBE Roundtable District 9](#) Chillicothe

Tuesday, May 16, 2017 at 11:30am  
[Lunch and Learn: 3 Keys to Buying, Growin or Selling a Small Business](#) Euclid

Saturday, June 17, 2017 at 10:00am  
[BCWN – Lead Her Empowerment and Mentor Summit](#) Columbus

Thursday, June 22, 2017 at 6:00pm  
[Broken Wife Broken Life](#) Columbus

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

# ohiombe.com

## Certification 101 at WBC

Why you should get your business certified:

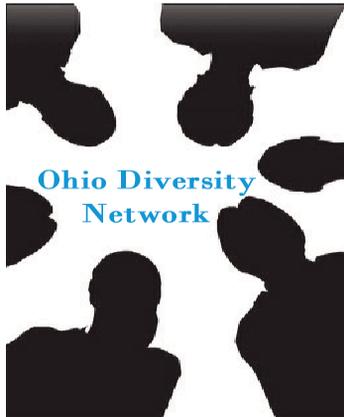
1. Additional contracting opportunities
2. Adds legitimacy to your business
3. Great marketing tool

Next class is May 6 at the Columbus Women's Business Center  
10:30 am to noon

We will discuss the certification process, local MBE, FBE, EDGE and DBE programs and what documents to submit with your application.

Register at [www.OhioMBE.eventbee.com](http://www.OhioMBE.eventbee.com)

Can't attend a class? We can meet individually at the WBC. Email [rbarber@ohiombe.com](mailto:rbarber@ohiombe.com) to schedule an appointment



**Making new connections** - The April 19 OhioMBE Procurement Fair was hosted by Smoot Construction. The Daimler Group, ODOT, Ohio EPA, Scioto Downs and Wesbanco Banks sent representatives to meet with small businesses.

## Frank W. Watson Scholarship

Please consider making a donation to the Frank W. Watson Scholarship. The scholarship provides financial assistance to local students seeking post-secondary education. Donate while you shop with Kroger Rewards at <http://bit.ly/2maJa4t> Our rewards number is 24581.

If you shop Amazon, consider [Smile.Amazon.com](http://Smile.Amazon.com). Select the Ohio Business Development Center as your charity.

*OLBC from page 1*

African-Americans in Ohio Year-Round,” focused on struggles that disproportionately affect the black community. “Black history is more than one month,” said Howse. “The problems and triumphs black Ohioans experience are year-round. We must nurture and encourage more engagement between black people and their elected officials to make sure all Ohioans feel connected and empowered to advocate for their own interests. We also need lawmakers to be more aware of the obstacles we all experience as Ohioans but that disproportionately affect black families. Together we can make sure black Ohioans are stronger, because when black Ohioans are strong – our state is strong.”

According to the Ohio Development Services Agency, [nearly 33 percent of black Ohioans](#) live in poverty, double the state’s average poverty rate. In addition, black high school students [graduate less often than their peers](#), with a 61 percent graduation rate compared to the state average of 81 percent.

Still, there has been a significant uptick in the number of Ohio’s black-owned businesses, rising to [over 81,000](#) in 2015. OLBC believes that growing development opportunities for black Ohioans could aid in addressing issues such as poverty, lack of access to health care, lagging education rates and high infant mortality.

NY Assemblyman Michael Blake was a keynote speaker for the Day of Action, delivering a message of hope and persistence to the crowd of roughly 100 community leaders, business owners and citizens. Blake recognized the significant challenges African Americans face, but also said African Americans’ “progress in America deserves celebration.”

As part of the program, community advocates held workshops examining topics such as healthcare, entrepreneurship and the state budget.

“More Ohioans should know how the state budget process works,” said Howse. “I believe it is in everyone’s best interest if we help empower the voices of everyday people—that’s how a real democracy functions, and that’s what fosters a more equal and fair society.”

## Looking for bid notices? Look for OhioMBE online!



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## #ohiombe #bidnotices

*BWC continued from page 2*

- \$6 million annually for a new health and wellness program for Ohioans working for small employers (50 or fewer employees) in specific high-risk industries, as well as injured workers with certain types of injuries. Services include smoking cessation programs, health coaching and chronic disease management.
- An extension of the current annual funding level of \$15 million for [Safety Intervention Grants](#), setting aside \$4 million a year for two high-risk occupations:
  - \$2 million for fire departments to purchase equipment, including personal protective equipment, to minimize exposure to dangerous environmental elements;
  - \$2 million for employers that serve disabled children and adults; funds will support training and equipment aimed at preventing injuries among social and health care workers providing these services.
  - A \$2 million statewide safety awareness and education campaign for slips, trips and falls, overexertion and motor vehicle accidents, which are responsible for more than 60 percent of workplace injuries. The effort will include online and mobile training resources that address safety at home and at work.

A fact sheet is available at <http://bit.ly/2qsUVIB>

# business directory

## OhioBizDirectory.com



Include your business in our online directory

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cathy@hhmohio.com

Got some business news to share? Send it to news@OhioMBE.com. It may appear in an upcoming issue of OhioFBE or OhioMBE.

# #bidnotices

www.OhioMBE.com

# business directory

## Have you considered...

- Selling your business?
- Buying another similar business?
- Expanding your current business?

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Before Selling Your Business!

John Morris

Business Intermediary  
Phone (614) 735-1233

[j.morris@murphybusiness.com](mailto:j.morris@murphybusiness.com)  
[www.murphybusiness.com](http://www.murphybusiness.com)

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Security Guards . Surveillance Cameras . Alarm Systems . Door Access



### LinkedIn's top tips for networking

1. **It's not all about face time:** If you're nervous about one-on-one networking, head online first. Industry forums, social networks, and even emails are great first steps on the road to a useful contact.
2. **Take it one step at a time:** Rome wasn't built in a day and you won't amass a huge network of contacts overnight. We've found that just nine minutes a day is all it takes to make a big impact on the size and quality of your LinkedIn network.
3. **Do your research:** The internet is a mine of information, and finding you have something in common with people you're about to meet is gold dust. A quick online search can tell you that you went to the same university or have a connection in common.
4. **Help them to help you:** In the world of networking, it's as important to be found as to find others. Having an up-to-date LinkedIn profile that includes a picture makes you much more likely to be approached by new connections.
5. **Be prepared:** A networker's worst nightmare is the awkward silence. Jot down a few conversation starters so you have something to fall back on if you run out of things to say.
6. **End as you mean to go on:** You may only have one chance to make a good first impression, but you can undo all your good work if you make a bad exit. Say a proper "goodbye" and follow up the next day to make sure your new contact remembers you for the right reasons.

### Takeaways:

- Create and participate in relevant LinkedIn groups.
- Think about how you are perceived.
- Create high impact and memorable brand statements.
- Make networking part of your daily routine.
- Use these great tips to have more of a presence when networking and to create a powerful impact for yourself and to impress others, girl power!

### NATIONAL SMALL BUSINESS WEEK

April 30 – May 6, 2017  
#SmallBusinessWeek



Since 1963, Americans have celebrated National Small Business Week to recognize the impact of small businesses and entrepreneurs to our communities and economy.

As part of National Small Business Week, SCORE and the U.S. Small Business Administration (SBA) invite you to attend these educational webinars:

- May 2<sup>nd</sup>, 2 pm ET: [The U.S. Economic Outlook and Its Impact on Small Businesses](#) by Jay Hawkins, Visa economist
- May 3<sup>rd</sup>, 2 pm ET: [5 Fabulous Habits of Local Business Champions](#) by Rieva Lesonsky, CEO of GrowBiz Media, and Holly Bowyer, VP of Portfolio Marketing at YP
- May 3<sup>rd</sup>, 4 pm ET: [Grow Your Business Online](#) by Anastasia Kudrez, Speaker at Google's Get Your Business Online
- May 4<sup>th</sup>, 3:30 pm ET: [How to Write Your Email Content in 15 Minutes or Less](#) by Bria Sullivan, Webinar Content Developer at Constant Contact, and Dave Charest, Senior Manager of Content & Social Media Marketing at Constant Contact
- May 4<sup>th</sup>, 5 pm ET: [Find the Hidden Money in America](#) by Nely Galán, best-selling author and Emmy Award-winning TV producer. Sponsored by Chase.



## Support Women-Owned Businesses

### Business Profile: McClain Creations Custom Cakes and Coffee



McClain Creations is a bakery and coffee shop located in Newark. The matriarch of the family owned business is Heather McClain. Family is a staple to this small business. It is very evident when visiting the Cherry Valley Road shop, pictures of the McClain family tree are prominently displayed.

After seven years of running their licensed home bakery, Heather and her husband of 25 years, Darryl decided to open a storefront. They remodeled an empty coffee shop and opened McClain Creations Custom Cake and Coffee last May. To date, the venture has been an overwhelming success.

They have several corporate clients, including Nationwide Children's Hospital, Red Oak Pub and Licking Memorial Health Systems.

They still make cakes for birthdays, weddings and special occasions by request. The request calendar is typically full. "We simply believe a cake should look as good as it tastes and taste as good as it looks and both should exceed customer expectations. We specialize in Custom Cake Design, with the emphasis on Custom," said Heather

They have expanded their service offerings and now sell cookies, cupcakes, cannoli, muffins and miniature cheesecakes. One of the most popular items is their giant cinnamon rolls. They cinnamon rolls typically sell out daily.

"People stand in line on Saturday mornings to buy our cinnamon rolls," Heather said. "We sell 150 in an hour. It's really cool."

It's taken many long days and a lot emotional moments to get the bakery up and running, but Heather said it's been worth it. "We are doing things we've dreamed of doing," she said. "And that's awesome."

For more information call 740-522-6075 or visit them on Facebook.



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