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Small Business is Good Business

Advocating, Informing and Promoting Small & Minority Owned Businesses

A festive graphic with a dark red background. It features several glowing, out-of-focus light circles (bokeh) and thin, curved lines of small, bright lights, resembling string lights or firework trails. The text 'Happy Holidays' is written in a large, white, rounded, handwritten-style font, centered on the page.

Happy
Holidays

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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

State of Ohio Seeking Small Businesses to Hire Export Interns

The State of Ohio will reimburse 50 percent of intern wages.

Are you a business interested in selling your products or services internationally?

The Ohio Development Services Agency is searching for companies who are interested in exporting their products into international markets.

The Ohio Export Internship Program provides a unique opportunity to businesses interested in exporting by matching them with highly-motivated college students who have taken export-focused coursework. This year, 50 students from 12 different Ohio universities have been selected to participate in the program.

"Our students can help Ohio businesses take their quality goods and services to international markets they couldn't otherwise reach," said David Goodman, director of the Ohio Development Services Agency.

The Ohio Development Services Agency offers participating small to medium-sized businesses a 50 percent reimbursement for the wages of the intern.

In the five years of the program, 144 student-company matches were created, resulting in more than \$26 million in expected global sales and 25 full-time job offers to students.

The deadline for companies to apply is **March 1, 2017**. The summer internship runs from May 16 through August 11, 2017. Ohio companies can apply at www.eip.development.ohio.gov.

The program is a partnership between the Ohio Development Services Agency, The Ohio State University and Youngstown State University. To learn more about the Ohio Export Internship Program, click here: <https://www.youtube.com/watch?v=G4-1vhvwc7w>

Motorcycle, watercraft, tractors among vehicles on sale at state auction

Approximately 220 vehicles will be up for bid at the state's next surplus vehicle auction on Saturday, Dec. 17.

The sale will feature a wide variety of cars, trucks, vans and miscellaneous vehicles, including a selection of four-wheel drive SUV's. Among the vehicles up for bid will be a 2004 Suzuki motorcycle and a 1995 Yamaha Wave Runner jet ski, as well as two tractors and an extended cab GMC drill rig.

The auction will be held at the Ohio Department of Administrative Services, General Services Division headquarters, 4200 Surface Road, Columbus, 43228. The gate opens at 8 a.m. and the auction begins at 9 a.m. The lot will remain open until 5 p.m. on the day of the auction. To view all of the vehicles up for bid,

visit: <http://www.dasapps.ohio.gov/Surplus/nextauction.asp>.

Vehicles may be inspected between 8 a.m. and 3 p.m., Monday, Dec. 12 through Friday, Dec. 16. Vehicles may be started only between 8 a.m. and 2:45 p.m. on Friday, Dec. 16.

All vehicles are sold "as-is" with no warranties. All vehicles must be paid for in full the day of the auction. Cash, credit and debit cards (Discover, MasterCard and Visa) are accepted. There is a 3 percent service fee on all credit and debit card transactions. Temporary tags are no longer available at state surplus vehicle auctions.

For more information, contact Jeff Scanlan at 614-466-2670 or Larry McConnell at 614-728-3112, or visit the DAS State and Federal Surplus Services website at www.ohio.gov/surplus.



City of Columbus amends Title 39 of City Code

On December 12, the City Council of Columbus amended Title 39 of City Code. Title 39 governs Affirmative Action for the municipality. The changes to Title 39 have replaced the Office of Equal Opportunity with the Office of Diversity and Inclusion (ODI).



Stephen Francis, Chief Diversity Officer

Additionally, the amendments expand the codified definition of minorities to include Hispanic Americans, Asian Americans, and Native Americans. This is now in compliance with the US Equal Employment Opportunity Commission. ODI has been tasked with ensuring, workforce and supplier diversity as well as contract compliance and diversity outreach.

Furthermore, ODI will be responsible for Minority, Female, and Veteran Business Enterprise Certification, which will allow for certified enterprises to participate in the business networking and educational programs. Lastly, ODI will be trusted in implementing future unified goals based on the results of the 2017 disparity study.

"We feel the new amendment is a positive change for minority owned businesses," said Stephen Francis, Chief Diversity Officer for the City of Columbus. "The changes will allow us to provide services and support to these businesses from the City. We want to certify as many minority businesses as we can to offer a wide variety of options for city departments to do business."

Barry Peel is back in Columbus SBA office



Barry Peel has transferred back to the Columbus District SBA Office serving as an economic development specialist. Last spring Barry accepted the Lead Economic Development position with the Los Angeles SBA office.

He can be reached at Barry.peel@sba.gov or 614-469-6860 ext 232.

Advocate for your business in 2017

By Ronda Watson Barber

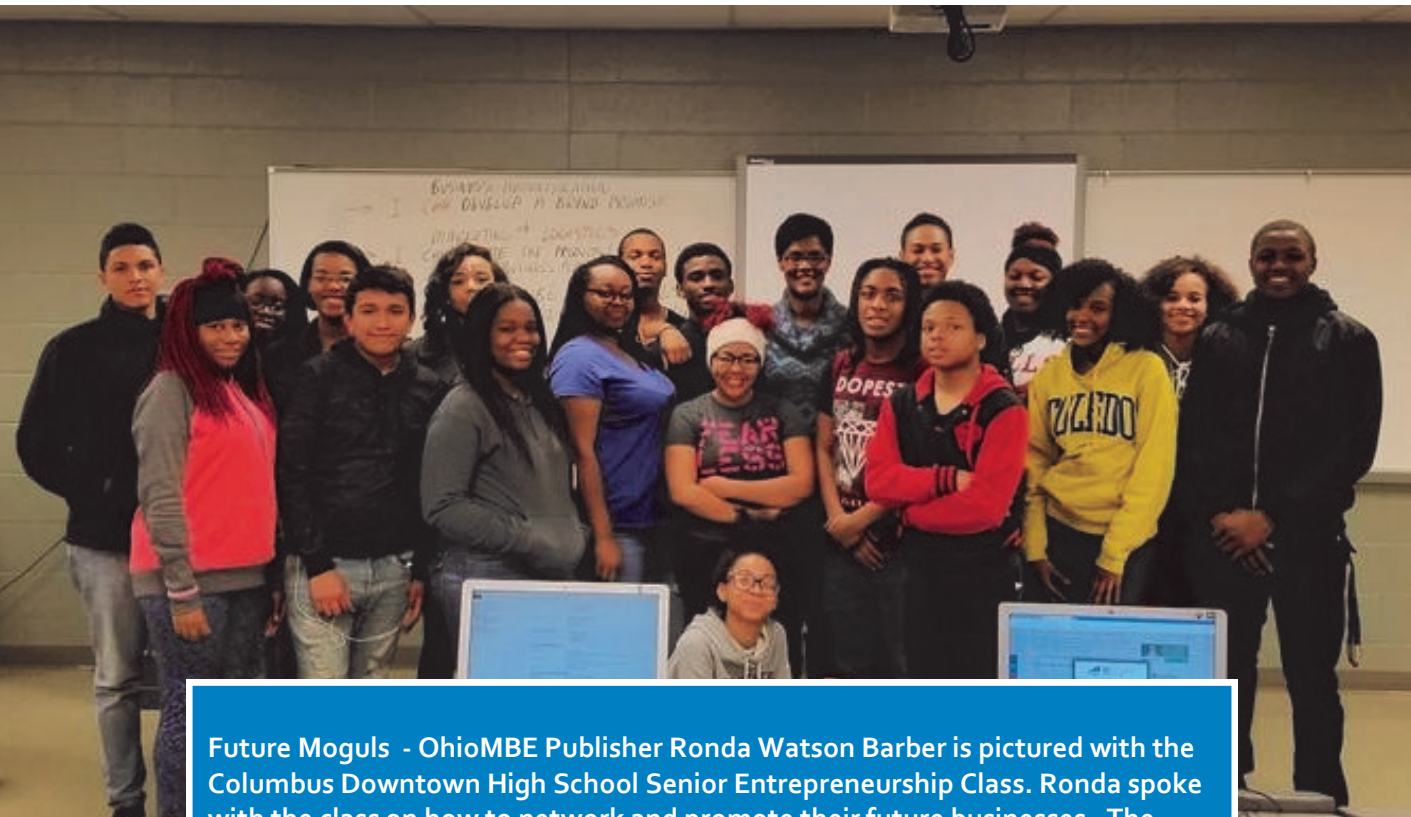
United we are stronger! I think 2017 is going to be telling for Black businesses. Are we going to stand up to entities that accept our tax dollars and demand our fair share of purchasing budgets or are we going to allow business as usual. Our votes and dollars have power. Are we going to allow inclusion and diversity efforts to become obsolete? Black businesses matter. Black folks pay taxes. Public school districts receive local, state and federal funding because Black students are enrolled. Unfortunately, Black businesses are not getting their fair share of business with public schools. With the exception of Columbus City Schools, I can not convince area public schools to participate in the OhioMBE Procurement Fairs. They are not mandated to provide purchasing opportunities, practice good faith efforts or access to opportunities so they don't. While local schools are eager to accept tax dollars from a diverse population, they are less than receptive to providing economic opportunities for businesses of color.

Columbus City Schools, the state's largest public school district, touts its inclusion program, but are they really serious about including disadvantaged businesses in the purchasing scheme? The purchasing numbers speak loud and clear. They are not.

Has Columbus City Schools ran a fast one the voters? Voters recently gave the school district a vote of confidence and support by passing a permanent school tax levy. For four straight years, they have failed to meet the board policy of purchasing 20 percent of goods and services with certified LEDE businesses. Why can't they meet the purchasing goal? If folks jobs were tied to meeting the goal, the goal would be met! It appears that since its just a goal, they are lackadaisical about it. The voters gave them the money they requested. Now what? What leverage do Black businesses have? I guess challenge the elected school board to require purchasing inclusion and meet the goal or run the risk of not being re-elected. Why is the board approving purchasing legislation that does not have inclusion? They set the tone. Former board president Stephanie Hightower would send legislation back and demand inclusion. Purchasing requests brought before the board would not be honored without including disadvantaged businesses.

The purchasing numbers are posted on OhioMBE.com. I'm still waiting for the board president to reschedule the meeting he canceled. His silence on the matter is acceptance of the situation. I encourage you to get active! Make phone calls. Write letters. Action is obviously necessary and required. Advocacy is imperative. Your voice is needed! United we can make a change.

Just my thoughts...rwb



Future Moguls - OhioMBE Publisher Ronda Watson Barber is pictured with the Columbus Downtown High School Senior Entrepreneurship Class. Ronda spoke with the class on how to network and promote their future businesses. The lecture was a part of a series, coordinated by Columbus City Schools Outreach Coordinator, Terri Wise. Business owners were brought in to provide insight on a variety of business subjects.

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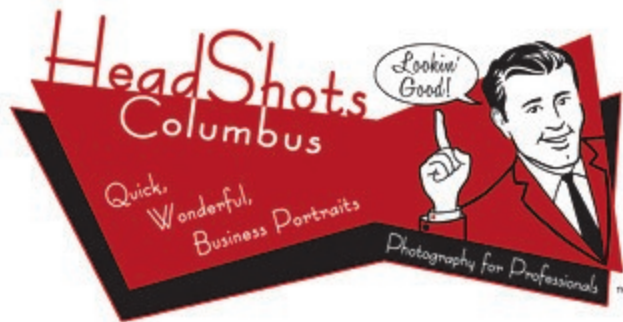
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making new connections

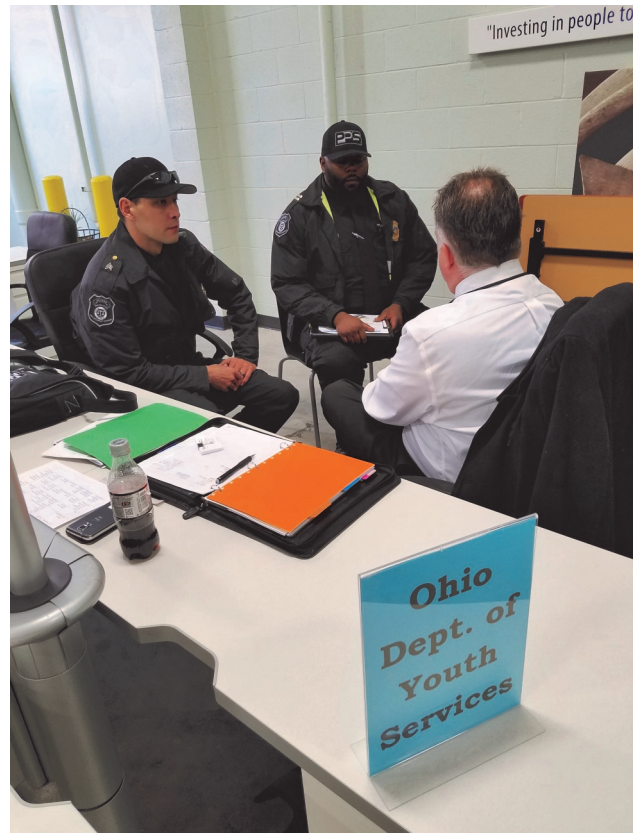
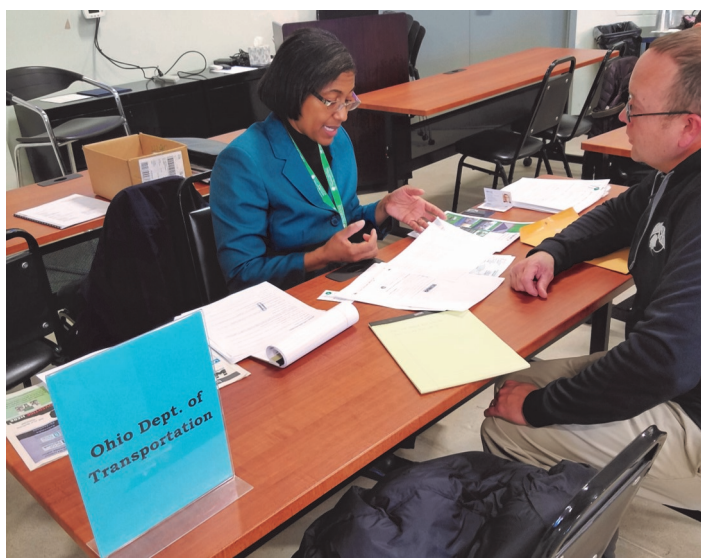
The Dec. 14 OhioMBE Procurement Fair was hosted by the Women's Business Center. Businesses from across Ohio attended to make new connections with Columbus City Schools, Ohio Department of Development, Ohio Department of Youth Services, Kokosing Industrial, Wesbanco Bank, Fifth-Third Bank and Park National Bank.

Afterwards, OhioMBE and the WBC hosted a holiday networking party. A silent auction benefited the WBC and the Frank W. Watson Scholarship Fund. Thanks to the Columbus Zoo, The 912 Group and Eldorado Scioto Downs for donating auction items.



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making new connections



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bid opportunities

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NOTICE OF SALE PURSUANT TO OHIO REVISED CODE SECTIONS 3313.41(G), 3313.411, and 3313.413

In accordance with Sections 3313.41(G), 3313.411 and 3313.413 of the Ohio Revised Code, on Dec. 6, 2016, the Board of Education of the Columbus City School District ("BOE") approved resolutions to offer the following real property for sale (i) first, to high-performing community schools and, as applicable, any newly established community schools that are implementing a community school model that has a track record of high quality academic performance, as determined by the department of education, located within the territory of the Columbus City School District, and (ii) second, to the extent the real property is not sold pursuant to the offer in item (i) above, to the governing authorities of non-high performing community schools established under Chapter 3314 of the Ohio Revised Code and the board of trustees of college-preparatory boarding schools established under Chapter 3328 of the Ohio Revised Code, located within the territory of the Columbus City School District: Brentnell, 1270 Brentnell Ave., at the appraised value of \$325,000; Gladstone, 1965 Gladstone Ave., at the appraised value of \$465,000; Indianola ES, 140 East 16th Ave., at the appraised value of \$1,895,000; and Scarborough, 2510 Park Crescent Dr., at the appraised value of \$300,000.

Contracts for qualified high-performing community schools will be accepted for a period of sixty days beginning 8:00 A.M. on December 12, 2017 and ending 8:00 A.M. on February 10, 2017. If applicable, contracts for non-high performing community schools will be accepted for a period of sixty days beginning 8:00 A.M. on February 10, 2017 and ending 8:00 A.M. April 11, 2017. All offers shall be delivered to the Office of Real Estate, Columbus City Schools, 889 East 17th Avenue, Columbus, Ohio.

In the event the real estate is required to be sold at auction pursuant to the requirements of Section 3313.411 of the Ohio Revised Code, the BOE will conduct an auction of the property, at 10:00 A.M. on Tuesday, April 11, 2017 at 889 E. 17th Avenue, Columbus, Ohio, with the property being sold to the highest bidder, and only the qualified parties who have submitted a contract will be eligible to bid.

For additional information, to obtain a copy of the form contract, or to schedule tours call the Real Estate & Shared Facilities Office at (614) 365-5164. The property is being sold on an "as is" basis, the BOE makes no representation or warranty concerning the property, and the purchaser must rely solely upon its own examination of the property for its physical condition, character and suitability for such purchaser's intended use.



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>



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Legal Notice: IFB 2016-011 Moving Services

The Columbus Metropolitan Housing Authority is seeking Invitation for Bid (IFB) for the procurement of Moving Contractor(s) for Bollinger Towers. The response deadline is Tuesday January 3, 2017 at 11:00 AM. A pre-proposal conference is scheduled for 11:00 AM on Tuesday December 20, 2016 at our corporate office. Specifications may be obtained by visiting our website, 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 614-421-4434, 8:00 AM–4:00 PM, Monday – Friday.



"Attention NEORS Certified MBE/WBE Companies"

Kokosing Industrial, Inc. is preparing bids for the NEORS Second Stage Lift Station in Cleveland, Ohio which bids December 21, 2016. We are seeking quotes for any portion of the project listed that you are qualified to perform or provide supplies for which includes the following: Caulking, Curtain Walls, Dewatering, Drywall & Acoustical Ceilings, Electrical, Elevators, I&C, Masonry, Overhead Doors, Painting/Coatings, Paving, Photography, Plumbing & HVAC, Reinforcing Steel, Roofing, Seeding & Landscaping, Waterproofing. Bidding documents can be examined at Kokosing Industrial, Inc., 6235 Westerville Rd., Westerville, OH 43081 or by calling Sonja Nichols at 614-212-5701. Please have your quote to Chad Lampe by 12:00 PM December 20, 2016: e-mail snichols@kokosing.biz or Fax 614-212-5711.

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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.

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Your Company's Charitable Giving

Giving is its own reward” said social activist Dorothy Day, but the tax law also provides some benefit to those who give. At this time of the year, attention to charitable giving is more important than ever because there are so many individuals who have suffered from disasters this year; others continue to face economic challenges and still others just need a helping hand during the holiday season. Here’s how your business can help those in need, and what you can gain tax wise.

Giving cash - Cash donations, which includes donations by check, credit cards, and electronic transfers, is the most common type of donations. You can deduct the amount given to IRS-recognized charities. Use the IRS’s Search for Charities to make sure the organization you’re donating to is tax-exempt. You cannot deduct gifts directly to an individual, no matter how needy the person may be.

Owners of pass-through entities report their share of the company’s donations on their individual returns. Cash donations are deductible by those who itemize up to 50% of adjusted gross income. Donations by C corporations are limited to 10% of taxable income.

Giving inventory - Giving inventory may benefit the charity as well as your business. You can, for example, dispose of excess or obsolete inventory (that still has value), which is still very useful to a charity. Tax-wise, your donation is limited to your tax basis (typically your cost) if the fair market value of the property is greater.

C corporations. Donations of inventory items to a charity that cares for the ill, the needy, or infants receives an enhanced donation. This is your basis (cost), plus one half of the profit that would have been recognized if you’d sold the inventory at its fair market value. The deduction, however, cannot exceed two times your basis.

Food inventory. For all types of entities there’s also a similar enhanced deduction for donations of apparently wholesome food. Again, the donation must be made to an organization that uses it for the care of the ill, the needy, or infants.

Encouraging employees - If this is a slow time of the year for your business, consider giving employees time off. While you can’t require them to use the time for charitable purposes, you can encourage them to do so. For employment tax purposes, this paid time off is treated as any other compensation.

You cannot deduct the value of your time. So, for example, if you have an electrical business and do wiring for a local charity, you cannot deduct what you would have charged for labor. However, any materials you use for this activity is deductible as an unreimbursed out-of-pocket expense.

Other ideas - The actions you and your staff can take to benefit charities are endless. Here are some ideas:

- Participate in local charitable activities, such as being a drop-off point for Toys for Tots.

business resources



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www.wbcoho.org



EmployOhio

www.EmployOhio.com



OBDC

Ohio Business Development Center

- Hold a blood drive. During the holiday season, local blood banks routinely find themselves short of blood and can use the donations.
 - Attend fundraisers. Your donation is limited to the amount that exceeds the benefit you receive.
 - Leave-based donations. Set up an in-house fund to which employees can donate their unused vacation, sick, and personal days. These unused days can then be used by an employee in need. Generally, the donated leave time is still taxable compensation to employees, and subject to employment taxes. However, from time to time the IRS let's employers donate the unused leave time to charities benefiting victims from specific disasters, such as the Louisiana floods and Hurricane Matthew this year. If so, employees aren't taxed on their donated leave time and the company gets a charitable contribution deduction.
- Final thoughts** - If you give any money or property, be sure to properly substantiate the donation if you want to claim a write off. You must receive a written acknowledgment for a donation of \$250 or more and retain checks or other proof for a smaller donation. For more information, see IRS Publications 526, *Charitable Contributions*.
- Source: www.sba.gov

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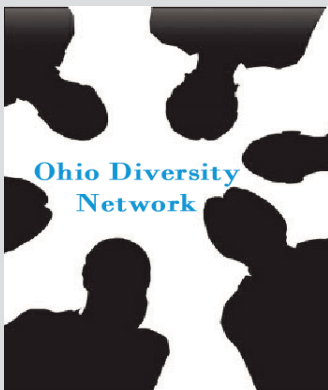
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Cleveland Opportunity
Corridor Matchmaker
Cleveland

**Thursday, December 15,
2016 at 6:00pm**
J Pearson Scholars: Ne-
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Friday, December 16, 2016 at 8:00am
Cleveland Opportunity Corridor Matchmaker
Cleveland

Friday, December 16, 2016 at 10:00am
ODOT Public Meeting on DBE Waiver Request
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Monday, January 16, 2017 at 7:00am
32 Annual Martin Luther King Jr. Birthday Break-
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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.



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