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Ronda Watson Barber—Publisher/Editor-in-Chief

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*Small Business is Good Business*

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

# Ohio again exceeds 15 percent MBE purchasing goal

For the third consecutive year, the State of Ohio has exceeded the goal of its Minority Business Enterprise (MBE) program by purchasing 23.65 percent of eligible goods and services through certified minority-owned businesses, while spending just over \$305 million. Ohio's MBE program, mandates that state agencies set aside 15 percent of its annual purchases for goods and services for certified minority-owned businesses.



State Equal Employment Opportunity Coordinator, Gregory Williams speaking at the 2017 OhioMBE Awards

"During the current administration, Ohio has made diversity among its suppliers standard business, meeting set-aside goals for the first time since the program was established in 1980, when Governor Kasich was a member of the Ohio General Assembly," said Gregory L. Williams, state equal employment opportunity coordinator and deputy director of the Equal Opportunity Division of the Ohio Department of Administrative Services, which certifies businesses into the MBE program.

"Our goal is to assist entrepreneurs, through this program and others, to develop their businesses to compete in the broader marketplace," Williams added.

Out of the eligible expenditures for goods and services purchased during Fiscal Year (FY) 2017, a total of 20.80 percent was set aside for MBE-certified businesses. Another 2.85 percent of eligible goods and services was purchased from MBE-certified businesses through open-market contracts.

See State on page 8

SMALL BUSINESS SATURDAY®  
NOV 25

## SAVE THE DATE



### Inside this issue:

**Page 2:**  
**Government Briefs**  
**Page 4:**  
**EmployOhio**  
**Page 5:**  
**Bid Notices**  
**Page 8:**  
**Ohio Diversity Network**  
**Page 11:**  
**OhioFBE**

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Ronda Watson Barber,  
Editor-in-Chief & President  
[www.OhioMBE.com](http://www.OhioMBE.com)  
[rbarber@ohiombe.com](mailto:rbarber@ohiombe.com)

P.O. Box 533  
Granville, OH 43023  
614-522-9122  
[news@ohiombe.com](mailto:news@ohiombe.com)

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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*"Each day is  
a gift from  
God. What*

*you do with it is your gift to  
Him."* - T.D. Jakes

# government briefs

## ODJFS Encourages Employers to Hire Veterans

During Hire-a-Veteran Month, the Ohio Department of Job and Family Services (ODJFS) encourages employers to consider hiring veterans and reminds them of the many free resources the agency offers to help.

"Veterans are assets to our nation, to their communities and to the employers who hire them," said ODJFS Director Cynthia Dungey. "They have an amazing work ethic, they take direction well, they delegate well, and they're great at working on a team. Organizations of all kinds can benefit from their broad range of skills and expertise."

Through the agency's Veterans Business Support Center, employers can request online, over-the-phone or face-to-face help finding skilled veteran candidates for jobs. Within 24 to 48 hours of receiving a request, employment specialists begin sending employers resumes of veterans looking for work. They provide customized assistance tailored to employers' workforce needs, including recruiting, screening and interviewing veteran candidates. The specialists also can help employers:

- Find out how they can be designated "military-friendly."
- Find career fairs, workshops and other hiring events in their area.
- Learn more about hiring incentive programs such as the Work Opportunity Tax Credit.
- Learn more about the demographics of the veterans in their area, including their education levels, skills and cities of residence.

To request assistance, employers can visit [OhioMeansVeteranJobs.com](http://OhioMeansVeteranJobs.com) or [OhioMeansJobs.com](http://OhioMeansJobs.com) and click on the icon that says "Veterans Business Support Center." For over-the-phone or in-person help, they can call (888) 385-2538, email [employerassistance@jfs.ohio.gov](mailto:employerassistance@jfs.ohio.gov) or visit their nearest OhioMeansJobs center. To find the nearest OhioMeansJobs center, visit [OhioMeansJobs.com](http://OhioMeansJobs.com) and click on the icon that says "OhioMeansJobs Centers."



Columbus City Schools recently held a Priority Schools LEDE Vendor Fair at its Hudson Avenue Distribution Center. Educational consultants were introduced to principals and administrators from district schools in an effort to improve academic achievements and the district's LEDE purchasing goals. To get information on the districts LEDE purchasing program, contact Terri Wise via email at [twise@columbus.k12.oh.us](mailto:twise@columbus.k12.oh.us).

# Support Black Businesses

## **At This Time of Thanksgiving**

**By Ronda Watson Barber - Publisher**

At this time of Thanksgiving, I am abundantly grateful to OhioMBE's advertisers, subscribers and distribution outlets. It is an honor to provide access to purchasing opportunities to Ohio's small and minority-owned businesses via our bid notice distribution services, monthly procurement fairs and certification classes. Small businesses are the heart of our economy; OhioMBE is pleased play a role in fostering opportunities and economic development in the Buckeye State.

I am thankful for those who supported and sponsored the 2017 OhioMBE Awards. It was inspiring to be in the company of Ohio's Top MBEs/FBEs and their advocates. As I presented scholarships to the Frank W. Watson Scholars, I was pleased give back to our youth and continue the legacy of providing local students with college access opportunities, a quest my father began in the 1970s.

We take our role of advocating for the Black-owned business seriously. Taxation without participation is not acceptable. OhioMBE will continue to demand purchasing inclusion from government entities and those receiving tax dollars. We will continue to be a voice. Advocacy is tough work. It often goes unappreciated. As publisher, I challenge folks in power on a regular basis, questioning why they do what they do. Why they aren't meeting purchasing goals or why inclusion isn't in the forethought of decision making? In 2018, those activities won't stop.

I am proud to be in the company of strong bold advocates for Black-owned businesses. We stand in the legacy and shadows of tenacious fighters who made a difference. Advocates who didn't give up. Folks who fought for us to have a seat at the table. Folks that stood up and demanded purchasing goals and inclusion. All in inclusion roles are not equal. For some it's just a 9 to 5 job. Simply a pay check. For true advocates, the work we do isn't just a job. Some of us fight in the trenches daily. We fight policies. We battle with colleagues, majority companies and vendors. Some days we fight with Black folks. We sincerely wholeheartedly believe in equal access and opportunity for all.

How do you show gratitude to those advocating for your business? Are you one of those business owners who feels entitled to someone else fighting for your inclusion? How do you reward advocacy on your behalf? Do you send a simple thank you note? Do you speak before governing boards acknowledging how an advocate has assisted in you obtaining a contract? Do you put your very best foot forward when someone recommends you or introduces you to an opportunity because

*See Publisher on page 9*

## **If Not Now, When?**

Dear Community:

Never before in recent history, have we witnessed the resurgence of the rapid number of Hate Groups as when our 44th President was elected into office. According to the Southern Poverty Law Center the Number of Hate Groups and other White Supremacy groups now total a startling 917, in 2016 as many of us sit complacent and put our future as a people at risk. However, the ideology of our 45th President is a new challenge and dilemma.

This current Administration has a willingness to create and implement policies, to turn the clock back and to set us back as a people, while fighting for 718 Statues and Monuments to remain in place all across this country. Protecting statues and monuments that were erected well after the civil war and in the height of Jim Crow that were designed to send a message to us as a people, yet we sit by and our collective voices remain silent. I do not believe our Jewish Brothers and Sisters would tolerate living in a nation that they built, where Anti-Semitic statues and monuments were erected to Adolf Hitler without speaking up. When you hear of rising Anti-Semitism, please know the Jewish population stands united, ready to fight and say "Never Again." Even in Iraq, the very first thing they did was dismantle statues and monuments of Saddam Hussein, yet statues and monuments that represent slavery, oppression, murder and the brutal treatment of our people are being fought for to allow to remain in place in this land.

We sat in disbelief and watched the march on Charlottesville, Virginia as the bold, young unmasked faces of the "new" Ku Klux Klan shouted "Jews will not replace us" and the commentary that flooded the news media was primarily about the anti-Semitic rhetoric being displayed in the streets of Charlottesville and across the nation. I guarantee our Jewish Brothers and Sisters are organized and stand prepared to fight the onslaught of this attack that is brewing underneath the surface of this country.

Yet, when you ask Black Brothers and Sisters in this city to stand up and align themselves with the oldest Civil Rights Organization in the Nation (The NAACP - established in 1908) for a mere cost of \$30.00 a year, an organization that stands every-day on the frontlines and deep in the trenches ready, willing and able to advocate for them collectively, our people remain silent and when you ask them to join, they look at you with a blank stare. I ask myself, why do we as Black people historically continue to work against our own best interest?

Most of you don't know and may never know the countless hours spent daily in Government Buildings and Municipalities

*See NAACP on page 6*



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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 **TUESDAY, DECEMBER 12, 2017** at which time and place all bids will be publicly opened and read aloud for:

### **LEAD-BASED PAINT ABATEMENT, REHABILITATION AND RELATED WORK at 518 GREENWOOD AVENUE, AKRON, OHIO 44320**

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)

An email link for the above mentioned specifications is available 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, NOVEMBER 21, 2017 at 2:00 P.M.**

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



## 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, DECEMBER 13, 2017** at which time and place all bids will be publicly opened and read aloud for:

### **WINDOW REPLACEMENT AND RELATED WORK at BON SUE APARTMENTS, 65 SUSAN COURT, AKRON, OHIO 44307 VALLEY VIEW APARTMENTS, 943 SPRINGDALE STREET, AKRON, OHIO 44310**

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)

An email link for the above mentioned specifications is available 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, NOVEMBER 29, 2017 at 2:00 P.M.**

Bidders may gain access to the interior of the units, in order to assess the work, pursuant to the viewing schedule included in the specifications.

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

## **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 OhioMBE and our other media outlets.

[news@ohiombe.com](mailto:news@ohiombe.com) | 614-522-9122

# #bidnotices



*"As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them."* - John Fitzgerald Kennedy

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



[www.facebook.com/ohiombe](http://www.facebook.com/ohiombe)  
[www.facebook.com/bidnotices](http://www.facebook.com/bidnotices)



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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 or OhioMBE.



Open enrollment for  
Obamacare begins  
November 1 and ends  
December 15  
[www.healthcare.gov](http://www.healthcare.gov)

NAACP from page 3

here in Columbus fighting everyday on your behalf. Have you ever considered that someone is behind the scenes, behind closed doors standing up and fighting daily for you and your right to exist? They are fighting for you to have a seat at the table and to be treated as Men and Women with fairness as a human being and a Taxpayer.

Yet, the actions of today in this city and in this country have not awakened our people into the new realities we face in 2017. I often ask myself what it will take for black people in this city to wake up.

If not now, when?

Please support the continued advocacy of the NAACP in this City and across the Nation, by joining Local Chapter #3177 for the membership fee of \$30.00 a year so we can continue the struggle for fairness and equality and to fight systemic racism wherever it exists. You can join online at <http://www.naacpcolumbus.org/>

Sincerely,

The Columbus Branch NAACP – Unit 3177

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### Advertising in OhioMBE has its benefits...

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*"Be thankful for what you have you'll  
end up having more. If you concentrate  
on what you don't have you will never  
ever have enough." ~Oprah Winfrey*

# ohiodiversitynetwork.com

# How to Market for Small Business Saturday

Small Business Saturday is bigger than ever—and despite what you may think, it’s not just for retailers or even just for brick-and-mortar businesses. Here’s what you need to know and how to take advantage of small business’s big day.

Held on the Saturday after Thanksgiving each year and spear-headed by American Express, Small Business Saturday launched in 2010 as a day to support small, local businesses nationwide

Who can benefit from Small Business Saturday? Physical retail stores, obviously, but also:

- Restaurants/bars
- Fitness studios
- Salons/spas
- Home services businesses (maid services, landscaping, handyman, etc.)
- Automotive services
- E-commerce businesses
- Photography studios
- Caterers
- Educational services (tutoring, extracurricular classes, etc.)
- Professional services (accountants, tax preparation, financial advisor, etc.)

With a little creativity, almost every type of independent business can tie into Small Business Saturday and take advantage of the many marketing opportunities it offers. Since its launch, Small Business Saturday has become more popular every year. Last year, 112 million consumers spent an estimated \$15.4 billion at independent businesses on Small Business Saturday. Awareness of the movement is growing. Here’s how you can be a part of it.

**Find (or become) a Neighborhood Champion.** This is a person or organization that takes charge of organizing support for Small Business Saturday, such as planning events or promotions to spread the word to businesses and consumers. If your community was part of Small Business Saturday last year, you may already have a Neighborhood Champion. If not, see if your local business association, Chamber of Commerce or other community organization is interested—or take charge yourself. Learn more about Neighborhood Champions at <http://amex.co/2yCjgcT>

**Find out what you’re eligible for.** Any independent business can get a wide range of free, customizable marketing materials at <http://amex.co/2hxs7JW> for Small Business Saturday, such as flyers, posters and templates for email messages and social media posts. If you are a qualifying merchant accepting American Express cards, you’re eligible for additional free benefits. For example, you can get listed on the [Shop Small Map](#) so local consumers can see at a glance that your business

# Advertise your shopping deals in OhioMBE!



We are sending out a series of special e-blasts featuring Black Friday, Small Business Saturday and Cyber Monday shopping deals.

Your customers are looking for you.

*Email [news@ohiombe.com](mailto:news@ohiombe.com) to reserve your spot.*

is participating in Small Business Saturday.

the last day to order.

**Don’t wait.** Any independent business can get a free [Shop Small Kit](#) from American Express with all the extras you need to help celebrate Small Business Saturday and thank your customers for participating. The kit includes tote bags, thank you cards, stickers, balloons and more goodies for your customers. But don’t delay: Kits are only available while supplies last, and November 10, 2017, is

**Plan your promotions.** It’s not too early to get started letting consumers know that your business will be part of Small Business Saturday. After all, you want them to budget some of that Black Friday weekend spending money for you! Send out a marketing email to everyone on your email list to “save the date” and start posting and advertising on social media to spread the word. Remind prospects that money spent in the local

*See SBS on page 10*



# OhioMBE Certification 101 at the WBC

## 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.



**Next class is Nov. 18**

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

## **Business Profile:**

### **OhioMBE Awards**

**Top MBE:** LaMont Houston

LaMont Houston has been an entrepreneur since leaving college nearly 20 years ago. LaMont has a diverse set of endeavors to include; Product Marketing/Sales , Production, Image development, Employee/Client development, business sustainability and personal management.



LaMont decided to create J.P.'s Chip-n-Dip Salsa while working with a Natural Pathologist Doctor and Herbalist knowing the health/wellness Initiative being started in people becoming healthy by eating and exercising. I saw infinite opportunity to take my knowledge of natural health learning, experience, and passion for eating healthier and wanted to create a healthy food product. While being introduced to salsa while visiting Texas, I thought of creating a food product that people could eat anywhere and on the go but was healthy and came up with creating a salsa. So with the successful teaching and direction of Natural Pathologist Doctor/Herbalist the formulation of J.P.'s Chip-n-Dip Salsa was created.

More information is online at [www.jpsalsa.com](http://www.jpsalsa.com)

*State from page 1*

Ohio's Equal Opportunity Division oversees the MBE program and helps to ensure equal opportunity access to and fair treatment in government contracting. It strives to maximize contracting opportunities through certification of minority-owned, women-owned and socially and economically disadvantaged businesses.

"It's about sustainability and creating more opportunities for all Ohioans," said Jeffrey L. Johnson, chief of the Minority Business Development Division at the Ohio Development Services Agency. "By meeting the law, we continue to move Ohio forward in diversity and inclusion while growing minority businesses across the state."

### **Background**

On Dec. 17, 1980, House Bill 584 was signed into law, establishing the MBE program, which mandated that state agencies set aside 15 percent of their annual purchases for goods and services for certified minority-owned businesses.

*As a member of the General Assembly in 1980, Governor Kasich voted to support House Bill 584 and after becoming Ohio's governor made its achievement a priority of his administration.*

# THANKSGIVING





# Ohio Diversity Network

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

Thursday, November 16, 2017 at 12:00pm

[ECDI Information Session](#) - Columbus

Friday, November 17, 2017 at 12:00pm

[WBC Columbus – Google Friday: Succeeding in a Micro-Moments World](#) - Columbus

Friday, November 17, 2017 at 2:00pm

[City of Columbus Office of Diversity & Inclusion: LEARN ABOUT CONTRACTING OPPORTUNITIES](#) - Columbus

Saturday, November 18, 2017 at 10:30am

[OhioMBE: Certification 101 at the WBC](#) - Columbus

Tuesday, November 28, 2017 at 4:00pm

[Franklin County Outreach: Franklin County Correctional Facility](#) - Columbus

Wednesday, November 29, 2017 at 11:00am

[Asian American Commerce Group Economic Summit](#) - Columbus

Wednesday, December 13, 2017 at 1:00pm

[OhioMBE Procurement Fair hosted by Scioto Downs](#) - Columbus

Monday, January 15, 2018 at 7:00am

[33rd Martin Luther King Jr. Birthday Breakfast](#) - Columbus

Tuesday, April 10, 2018 at 12:00am

[ODOT – Civil Rights Symposium](#) - 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

*Publisher from page 3*

you don't want to make your advocate look bad?

Someone recently told me to stop bending over backwards to help folks who are not helping you. The conversation really hit home. I know that business is a two-way street. I see on a daily basis that Black-owned businesses need allies. I know first-hand that a lot of advocates feel unappreciated

and taken advantage of. We should be supporting those both in the public and private sector that are looking out for our businesses.

As we reflect on 2017, take a moment to be thankful for your allies in the fight for equity and access in purchasing. More importantly, show it.

Just my thoughts...rwb

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2nd ANNUAL

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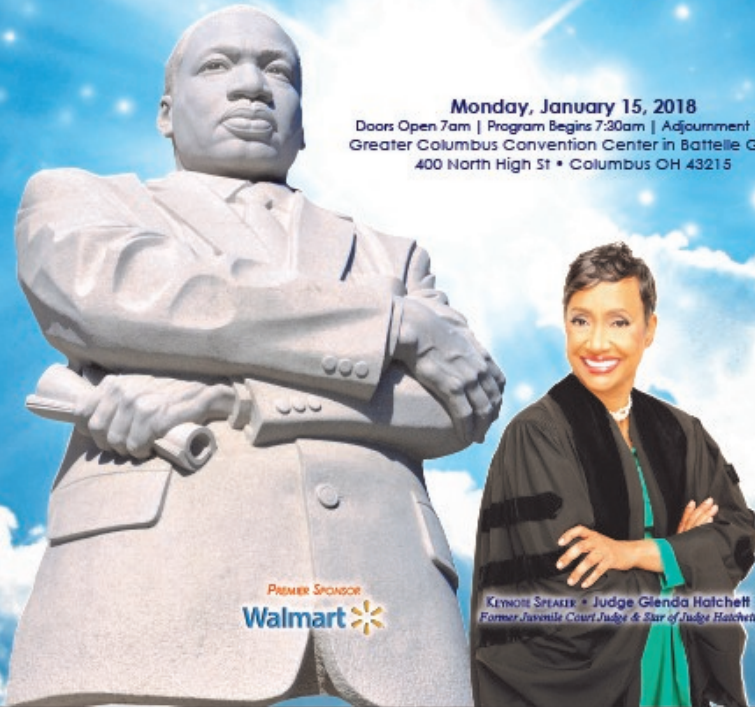
ACEC OHIO DEPARTMENT OF TRANSPORTATION COMTO COLUMBUS

THIRTY-THIRD ANNUAL  
**DR. MARTIN LUTHER KING, JR. BIRTHDAY BREAKFAST**

"I say to you today, my friends, that in spite of the difficulties and frustrations of the moment,  
***I still have a dream.***" ~ Martin Luther King, Jr.

**Monday, January 15, 2018**

Doors Open 7am | Program Begins 7:30am | Adjournment 10am  
Greater Columbus Convention Center in Battelle Grand  
400 North High St • Columbus OH 43215



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Looking for the paper copy of OhioMBE? Not only are we online, you can find OhioMBE at the following locations. OhioMBE is published on the 1st and 15th of each month.

**Akron**

- Akron Urban League

**Canton**

- Community Center
- Minority Business Association Center

**Cleveland**

- Cleveland Urban League

**Columbus:**

- Driving Park Library
- M & M Chicken
- Livingston Ave. Library
- M.L.K. Library
- Woodland Y.M.C.A.
- Woodland Christian Church
- Mayo's Printing- Bookstore
- Mt.Vernon AME Church
- A Cut Above The Rest Barber Shop
- Creole Kitchen
- Neighborhood House
- OSU Black Extension Center
- Shiloh Baptist Church
- 2nd Baptist Church
- Lincoln Café
- St. Stephen's Community Center
- Bethel AME Church
- Linden Library
- COWIC
- Columbus Board of Education
- Women's Business Center
- Increase CDC
- Mt. Hermon Baptist Church
- Corinthian Missionary Baptist Church
- Mt. Olivet Baptist Church
- Destiny Center
- Columbus Main Library

**Dayton**

- City of Dayton - Human Relations Commission

SBS from page 7

community stays in the community.

Aside from retailers, here's how some of the other types of businesses mentioned above could promote Small Business Saturday:

- Caterer: Let us handle your holiday parties!
- Accountant: Get a head start on taxes! We can take the headaches off your hands.
- Fitness studios: When it's time to make your New Year's Resolution happen, we can help. Sign up now and get 50% off your first month.
- Education: Is your child falling behind in school? Get a head start on 2018: Sign up for tutoring services today.

For more ideas, check out Small Business Saturday® 101 at <http://amex.co/2zAwlSo> which features short how-to videos and articles to help you make the most of November 25.



# OhioBizDirectory.com



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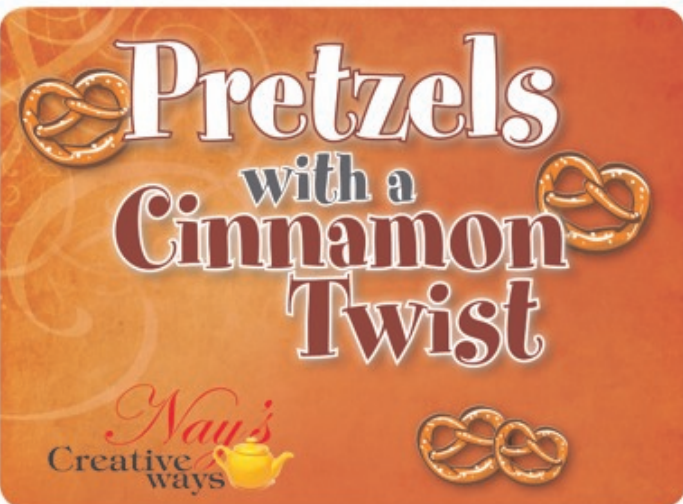
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W. Watson Scholarship.



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