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Advocating, Informing and Promoting Small & Minority Owned Businesses

Celebrating 9 Years of Publishing

Senator Charleta Tavares seeks to expand contracting opportunities with SB 15

The Ohio Legislative Black Caucus has an extensive history when it comes to increasing support for minority businesses. It is not uncommon to see our institutions of higher education that are not state institutions sometimes forgotten when it comes to setting diverse business practice requirements, yet OLCB member, Senator Charleta Tavares has taken notice. She began the 132nd general assembly with introducing Senate Bill 15 which would expand minority business set-asides to community colleges, state community colleges, technical colleges, and university branches.

SB 15 makes it mandatory that community colleges, state community colleges, technical colleges, and university branches comply with minority business enterprise set-aside requirements, and additionally require the Director of Administrative Services to establish guidelines for such entities. This would increase the number of contract opportunities whether it be construction or additional services provided for these institutions by minority entities. Current Ohio law requires that state agencies set-aside 15 percent in each fiscal year for goods and services contracting opportunities exclusively for certified minority businesses. All state universities and the Northeast Ohio Medical University are currently under MBE requirements but there are at least twenty-six community colleges in the state of Ohio that aren't subject to such requirements due to their non-state agency status.

Additionally, SB 15 requires an expansion of participation with the EDGE program to these non-state institutions of higher education. EDGE stands for Encouraging Diversity, Growth, and Equity. It is a program designed to increase business opportunity for those owners who would traditionally be considered socially or economically disadvantaged. Business enterprises who can fall under EDGE are those *businesses that are certified by the Department of Administrative Services as being owned and controlled by U.S. citizens who reside in Ohio and as being socially and economically disadvantaged, based on certain criteria*. SB 15 would require the Director of Adminis-



"We cannot seek achievement for ourselves and forget about progress and prosperity for our community... Our ambitions must be broad enough to include the aspirations and needs of others, for their sakes and for our own." ~

Cesar Chavez

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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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government briefs

The Federal Government Achieves Small Business Contracting Goal for the Fifth Consecutive Year with Record-Breaking \$105 Billion to Small Businesses

Eight Federal Agencies Receive A+ Rating on the Procurement Scorecard

WASHINGTON – The U.S. Small Business Administration announced that the federal government met its small business federal contracting goal for the fifth consecutive year awarding 23.88 percent in federal contract dollars to small businesses totaling \$105.7 billion, an increase of \$5 billion. This marks the first time more than \$100 billion in prime contracts has been awarded to small businesses. The federal government earned an “A” on this year’s government-wide scorecard.

“I am happy to report that for the fifth consecutive year, the federal government has not only met and exceeded its small business contracting goal, but it has awarded \$105 billion to small businesses for the first time earning the government an A on SBA’s scorecard for this remarkable achievement,” said SBA Administrator Linda McMahon. “This grade reflects significant efforts by federal agencies toward meeting the 23 percent statutory goal to award prime contracts to small businesses. Every contract that gets in the hands of a small business owner is a win-win for the business, creating jobs in their communities, and boosting the nation’s economy.”

The individual agency scorecards released today by the SBA, as well as a detailed explanation of the scorecard methodology, is available online: <https://www.sba.gov/document/support-->

See SBA on page 10

Secretary of State Husted announces June office hours

Ohio Secretary of State Jon Husted recently announced office hours for the month of June. A representative from the Secretary of State’s office will be available in 17 counties around Ohio.

Open office hours provide local residents an opportunity to stay connected with the Secretary of State’s office in an informal and accessible setting.

Those who visit open office hours may obtain voter registration forms and other election information. Additionally, an office representative will be on hand to answer questions about the various functions of the office and its many initiatives, such as the business services division, Ohio Business Profile and the Military Ready-to-Vote program.

The dates and times can be found online at <http://bit.ly/2snMZoV>



Got some business news to share?

Send it to news@OhioMBE.com.

It may appear in an upcoming issue of OhioFBE or OhioMBE.



 **Being optimistic is like a muscle that gets stronger with use -**
Robin Roberts

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
- Welty Building Company

Cleveland

- Cleveland Urban League
- Cleveland Women’s Business Center

Columbus:

- Driving Park Library
- M & M Chicken
- M.L.K. Library
- Eldon Ward Y.M.C.A.
- Woodland Christian Church
- Mt. Vernon AME Church
- A Cut Above The Rest Barber Shop
- Creole Kitchen
- OSU Black Extension Center
- Mt Vernon AME Church
- Shiloh Baptist Church
- Second Baptist Church
- Trinity Baptist Church
- Lincoln Café
- Linden Library
- COWIC
- City of Columbus ODI
- Women’s Business Center
- ECDI
- Increase CDC
- Mt. Hermon Baptist Church
- Corinthian Missionary Baptist Church
- Mt. Olivet Baptist Church
- Destiny Center
- Columbus Main Library
- Franklin County Emerging Business Office
- OBDC Minority Planroom

Dayton

- City of Dayton - Human Relations Commission

If you would like OhioMBE distributed at your business, please email us at news@OhioMBE.com

Save the Date



October 25, 2018

Sponsored by:

- Columbus Regional Airport Authority
- The City of Columbus
- Wesbanco Bank
- Waste Management
- Ohio Business Development Center
- The Columbus Zoo & Aquarium

Tickets on sale at

www.OhioMBEAwards.com

Letters to the editor are welcome and will be considered for publication or posting online. The preferred method is to text within an email. Please include contact information including letter writer's city and state. The letter must be fewer than 300 words. No more than four signatures per letter. We edit and/or trim letters as little as possible, but we reserve the right to do so as necessary. Send to news@ohiombe.com



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OhioFBE

Celebrating Ohio's Women Owned Businesses

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Laborers
Needed**

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Driver's license and reliable
transportation required

HH&M Construction
1612 Old Leonard Avenue
Columbus, OH
614-302-2610

HH&M is an equal opportunity employer

The Office of Diversity and Inclusion is recruiting for new positions as part of the office reorganization. We are working hard to recruit a diverse pool of qualified talent to join our team. As our partner in our diversity and inclusion efforts, we are requesting that you share these postings throughout your network.

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR

OFFICE OF DIVERSITY
AND INCLUSION

There are currently three positions available: 1) Supplier Diversity Manager, 2) Workforce Diversity Officer, and a 3) Senior Outreach Specialist. Below is a link to all City of Columbus openings, including the Office of Diversity and Inclusion.

<https://www.governmentjobs.com/careers/columbusoh>

Postings will be available through 6/4/2018

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If you're walking down the right path and you're willing to keep walking, eventually you'll make progress. -
President Barack Obama

bid opportunities

To post a bid notice, call 614-522-9122 or email 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>



The Department of Development is looking for diverse vendors and contractors who are licensed with the City of Columbus working in the following areas:

DEPARTMENT OF DEVELOPMENT

- **Graffiti Removal.** Contact Eric Voorhees (614-645-7934 or eavorhees@columbus.gov).
- **Grass Cutting and Solid Waste Removal.** Contact Mike Schwab (614- 645-7122 or mfschwab@columbus.gov).
- **Demolition and Asbestos Abatement.** Contact Mike Farrenkopf (614- 679-5873 or mlfarrenkopf@columbus.gov) or Seth Brehm (614-645-5659 or swhbrehm@columbus.gov).
- **Mowing, Property Maintenance, and Miscellaneous Services.** Contact Audrea Hickman (614-645-8907 or aehickman@columbus.gov).
- **Construction trades including: General Construction, Home Improvement, Electrical, HVAC, Plumbing, and Lead Abatement.** Contact Tim Tilton (614- 724-3009 or twtilton@columbus.gov).
- **Lead Safe Columbus has funding to train contractors for the Lead Abatement and Renovation, Repair and Painting (RRP) Program.** Contact Erica Hudson (614- 645-6739 or ejhudson@columbus.gov).

To register for notifications on upcoming bid opportunities, please visit <http://vendors.columbus.gov/sites/public>.



Minority Planroom
OHBCD.org

OHBCD

WHY ISN'T
COLUMBUS
ONE OF YOUR CUSTOMERS?

Are you a WBE, MBE or DBE? Then we want to work with you. **The City of Columbus Office of Diversity and Inclusion** can help register your business with the city.

Visit our website or call **(614) 645-2203** for more information.

columbus.gov/odi

ohiombe.com

www.OhioMBE.com

bid opportunities

To post a bid notice, call 614-522-9122 or email news@ohiombe.com



PROJECT:
Cap City Aloft Hotel
Bid Event D

ARCHITECT:
OHM Architects

BID DUE:
Thursday, June 7th 2018 at 3:00pm.

ESTIMATOR:
Joe Moses

PROJECT OVERVIEW: Project consists of new from the ground up construction of an Aloft Hotel. The building will be approximately 106,000sf. The building will be Structural Metal Framing on a podium. This project may include, but is not limited to the following trades: Concrete, Masonry, Structural Steel, Structural Metal Framing, Carpentry, Millwork, Casework, Doors, Frames, & Hardware, Drywall, Ceilings, Flooring, Paint/Wallcovering, Toilet Specialties, Sprinklers, Plumbing, HVAC, Electric, Fire Alarm.

Contact Joe Moses with any questions, at (330) 867-2400 or jmoses@thinkwelty.com

Special Considerations:

Project is Taxable

Diversity & Inclusion:

Welty embraces the importance of a diverse, open and inclusive work environment and has adopted equal opportunity as a core business practice. We support and comply with all applicable laws regarding disadvantage business enterprise (DBE) participation in our projects. We disseminate as widely as possible information about our projects so that DBEs are better prepared to submit qualified bids to partner with us in serving the needs of our customers. We expect that all companies that participate with us will believe in and adhere to the same principles of equal opportunity, diversity and inclusion.

Plans can be viewed via Smartbid Net.

Online Viewing: Smart Bid Net Smartbidnet.com

Looking for bid notices?
Look for OhioMBE online!



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REQUEST FOR PROPOSAL

The Akron Metropolitan Housing Authority is requesting proposals for consideration in the competitive selection to Provide, Maintain, and Service Satellite/Cable TV and Internet System at Paul E. Belcher Apartments, 400-410 Locust Street, Akron, Ohio 44307 and James E. Alpetter Apartments, 130 5 th Street SE, Barberton, Ohio 44203.

Those interested in submitting a response to this request may obtain the instructions/information package by contacting SE Blueprint, 540 South Main Street, Suite 211, Akron, Ohio 44311. (330) 376-1689 seblue@seblueprint.com

Proposals, to be considered, must be received by AMHA no later than 4:00 p.m. (local time) on Friday, June 15, 2018.

Akron Metropolitan Housing Authority
Anthony W. O'Leary
Executive Director

ohiombe.com

bid opportunities

To post a bid notice, call 614-522-9122 or email news@ohiombe.com



COLUMBUS METROPOLITAN HOUSING AUTHORITY

COMMUNITY. COMMITMENT. COLLABORATION.

INVITATION FOR BIDS

CMHA RAD East Renovations

The Columbus Metropolitan Housing Authority (CMHA)

will receive bids from qualified contractors for the CMHA Rad East Renovations at Eastmoor Square, 59 Alexander Place, Columbus, OH 43213; Glenview Estates, 4625 Grovedale Court, Columbus, OH 43231; Indian Meadows, 4050 Southpoint Blvd, Columbus, OH 43207; and Ohio Townhouses, 2775 Brentnell Avenue, Columbus, OH 43211. All bids will be received and publicly opened on Monday, July 2, 2018 at 2:00 p.m., at CMHA Central Office, 880 E. 11 th Avenue, Columbus, Ohio 43211, Conf. Rm. A, Attn: Mr. Mike Wagner. A pre-bid meeting is scheduled on Monday, June 11, 2018 at 1:00 pm., at CMHA Central Office, at the address listed above. Contract Documents may be viewed at www.cmhanet.com/DoingBusinessWithUs/Development. Contract documents may be obtained from Cannell Graphics, 5787 Linworth Road, Columbus, Ohio, 43085; Phone: 781-9760; Fax: 781-9759, starting Wednesday, May 23, 2018, upon receipt of a refundable company check or money order for \$50.00, payable to CMHA. Bidders must agree to comply with Davis-Bacon Labor Standards of the U.S. Department of Housing & Urban Development, and Section 3 of the U.S. Department of Housing & Urban Development Act of 1968, as amended, and are asked to assist CMHA in meeting their Minority Business Enterprise goal of 20%. A 5% bid bond must be submitted with bid

OhioMBE Certification 101 at the WBC

Create new business opportunities. 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.



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
614-522-9122

Class dates are online at www.OhioMBE.eventbee.com

Get Bid Notices Delivered to your inbox

Visit www.OhioMBE.com and add your email address to our bid notice database.



#bidnotices

Five Factors that Impact Your Business Credit

When it comes to business credit, there's no standard scoring model for assessing risk. Lenders, suppliers, banks, leasing companies, businesses, and finance companies all use different reports and scoring models depending on which business credit reporting agency they subscribe to.

Your company's business credit report shows banks, lenders, suppliers, vendors, and other businesses how your company handles its financial obligations. Here are five factors that impact your business credit.

Creditworthiness. Lenders have to believe that a business and its owners are reliable and can be depended on to repay on a loan, business line of credit, etc. The personal credit reports of an owner(s) and business credit reports of the company are the primary tools used to assess creditworthiness.

In addition, trade references will most likely be required on a business credit application as part of the credit decision making process. Typically, a credit application for a business will ask for three trade references.

Before applying for business credit, it's important to evaluate both your personal and business credit files for accuracy. Be sure to clear up any issues or outdated information as soon as possible.

Credit Capacity. This is an evaluation of your company's ability to repay on a loan or business line of credit. This includes positive cash flow, bank history, payment history, and additional cash sources and reserves. The best way to show your credit capacity is with positive cash flow, a favorable bank rating, and positive payment history with other businesses.

When it comes to payment history, banks, lenders, and suppliers want to know how long an account has been opened, the credit limit extended, and how many times the account has been paid late.

Capital Invested. One of the factors bankers use during a business loan evaluation is the amount of funds the owner has invested in the business. Most likely there will be a more favorable consideration for a business loan if there is a "reasonable" amount invested in the business from the owner.

How much skin you have in the game is very important and can make the difference between an approval and denial. Banks examine the business' debt-to-equity ratio to understand how much money you're asking for compared to how much money you have already invested in your business. The smaller the ratio the better.

Collateral. Commercial real estate, heavy machinery, business equipment, inventory, stocks and bonds, and other expensive business assets that can be sold if a business fails to repay the

Attention Disadvantaged Business Enterprise Firms!

The following Bootcamp opportunities at being offered at
ODOT Central Office | 1980 West Broad Street | Columbus, Ohio 43223

Meet ODOT Staff.
Learn how to get the best value out of your DBE Certification

We will review a range of resources available to DBE Businesses and discuss what you can do to build your business.

DBE Bootcamps: Register Now!

DBE Consulting Firms Bootcamp
<http://consultant-dbebootcamp-june05.eventbrite.com/>
Tuesday, June 5th 9 a.m. - 4 p.m.

DBE Consulting Firms Bootcamp
<http://consultant-dbebootcamp-june05.eventbrite.com/>
Tuesday, June 5th 9 a.m. - 4 p.m.

DBE Contractors Bootcamp
<http://contractors-suppliers-dbebootcamp-june06.eventbrite.com/>
Wednesday, June 6th 9 a.m. - 4 p.m. *This will include Supplier Industry updates

DBE Trucking Companies Bootcamp
<http://trucking-dbebootcamp-june11.eventbrite.com/>
Monday, June 11th 9 a.m. - 4 p.m.

Materials and Suppliers Vendor (MSV) Informational
<http://msvinformational-june12.eventbrite.com/>
Tuesday, June 12th 10 a.m. - 12 p.m. *This will include Supplier Industry updates

loan are considered collateral. Once a bank accepts your collateral, it will determine the loan-to-value ratio of the collateral based upon the nature of the asset. Each lender considers the loan-to-value ratio differently, so you'll need to ask your lender how they intend to set that value.

Most traditional banks require collateral with a business loan, but there are other lenders who do not require any collateral to approve a loan.

Company Conditions. Be prepared to prove that the condi-

tions are right for your business. Make sure there is market potential, an industry, positioning, competitiveness, and experience to back up your plan.

When applying for business credit, it's important to establish personal and banking relationships. It's always advantageous to apply for funding with a bank you already have an established relationship with. The less risk you pose to a bank or lender, the greater your chance of securing funding at favorable interest rates.

Ohio Diversity Network

Get a weekly email from OhioDiversityNetwork.com notifying you of upcoming events. Sign up online!

Tuesday, June 5, 2018 at 9:00am

[ODOT DBE Bootcamp – Consulting Firms](#)

Columbus

Wednesday, June 6, 2018 at 9:00am

[ODOT DBE Bootcamp – Contractors](#)

Columbus

Monday, June 11, 2018 at 9:00am

[ODOT DBE Bootcamp – Trucking](#)

Columbus

Monday, June 11, 2018 at 7:00pm

[Columbus Branch NAACP – General Membership Meeting](#)

Columbus

Tuesday, June 12, 2018 at 10:00am

[ODOT DBE Bootcamp – Material & Supplier Vendor](#)

Columbus

Saturday, June 16, 2018 at 10:30am

[Certification 101 at the WBC](#)

Columbus

Thursday, June 21, 2018 at 1:00pm

[OhioMBE Procurement Fair](#)

Columbus



Hosting a business event?

Did you know you can
post it on
OhioDiversityNetwork.com

Email: news@ohiombe.com
for login information

*OhioDiversityNetwork.com is
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THE CITY OF
COLUMBUS
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OFFICE OF DIVERSITY
AND INCLUSION



OhioMBE can announce your next
business event, employment notice or
news item in an exclusive email blast.

We will also post it on our Facebook and Twitter pages.

news@ohiombe.com | 614-522-9122

Seasonal and Part-year Workers: Time for a “Paycheck Checkup”

If you work a seasonal or part-year job, a “paycheck checkup” can help make sure your employer is withholding the right amount of tax from your paycheck for your situation. A “paycheck checkup” is important after changes from the Tax Cuts and Jobs Act. Taxpayers can use the Withholding Calculator on [IRS.gov](https://www.irs.gov). It can help estimate income, credits, adjustments and deductions.

If you work part of the year, it’s best to check early in your employment period so your withholding is the most accurate.

SB 15 from page 1

trative Services to adopt rules under the Administrative Procedure Act, through which guidelines would be created to allow community colleges, state community colleges, technical colleges, university branches, and the Northeast Ohio Medical University to establish procurement goals for contracting with EDGE business enterprises in the exact same way state institutions are currently required.

Here is how you can help with making Senate Bill 15 become law. After a bill is introduced it then goes on to committee. The committee that oversees SB 15 is the Senate Government Oversight and Reform committee. You can call members of that committee and let them know why you believe SB 15 is important to you and your community and urge them to support moving SB 15 out of committee. It is a small task but can have an enormous ripple in ensuring that everyone is doing their part to make sure that minority business enterprises have a seat at the table wherever the table may be present.

The Ohio Legislative Black Caucus seeks to promote, foster, and sponsor education, civic, and political activities that enrich and improve African American communities across the state of Ohio through the efforts of the members of Ohio Legislative Black Caucus. To find out more about the Ohio Legislative Black Caucus or Senator Charleta Tavares visit ohiolegislativeblackcaucus.org



Don’t miss your opportunity to attend the June 21 OhioMBE Procurement Fair

Register today to meet with Columbus City Schools, American Electric Power, City of Columbus DOD, and Franklin County.

Reserve your spot at www.OhioMBE.eventbee.com

SBA from page 2

[contracting-scorecard-grading-methodology](#)

In fiscal year 2017, the federal government exceeded the service-disabled veteran-owned small business and small disadvantaged business goals. Prime contract dollars in all categories increased.

The federal government also exceeded its subcontract goals for awards to Women-Owned Small Business and Small Disadvantaged Businesses and awarded \$75 billion in subcontracts to all small businesses. The fiscal year 2017 prime and subcontracting awards to small businesses equate to nearly one million jobs created to support the nation’s economy.

SBA continues to collaborate with federal agencies to expand small business opportunities for small business contractors to compete and win federal contracts. The FY2017 Small Business Procurement scorecard analyzed the prime contracting and subcontracting performance, and other contributing factors which resulted in an overall “A” grade for the federal government. Eight agencies received A+, 12 received a grade of “A”, three received a “B” grade and one received a “C” grade.

About the Scorecard

The annual Procurement Scorecard is an assessment tool to (1) measure how well federal agencies reach their small business and socio-economic prime contracting and subcontracting goals, (2)

provide accurate and transparent contracting data and (3) report agency-specific progress. The prime and subcontracting component goals include goals for small businesses, small businesses owned by women, small disadvantaged businesses, service-disabled veteran-owned small businesses, and small businesses located in Historically Underutilized Business Zones (HUBZones).

Every year, the SBA works with each agency to set their prime and subcontracting goals and their performance is based on the agreed upon goals. Each federal agency has a different small business contracting goal, determined annually in consultation with the SBA. The SBA ensures that the sum total of all of the goals exceeds the 23 percent target for the federal government as well as the socio-economic goals established by law.

While each federal agency is responsible for ensuring the quality of its own contracting data, SBA conducts additional analyses to help agencies identify potential data anomalies. As part of its ongoing data quality efforts, the SBA works with federal agency procurement staff to provide analysis and tools to facilitate review of data, implement improvements to procurement systems and conduct training to improve accuracy.

The overall federal small business prime contracting performance released today by the SBA, as well as a detailed explanation of the calculations, is available online at <http://go.usa.gov/Nxxd>.



ECDI Capital for Construction Program Lunch and Learn Series Workshops, Trainings and Other Events

1655 Old Leonard Avenue · Columbus, Ohio 43219
11:30 a.m. to 1:30 p.m.

The 2018 workshop and training sessions are free. Registration information will be released a minimum of two weeks in advance of each session with a limit of 20 participants. Register at www.ecdi.org

Summer Class Schedule

<p>June</p> <p>(6/13/18)</p>	<p>Insurance Requirements for Construction Contractors</p> <p>Sandra Moody Gresham Dehan Enterprises Insurance & Financial Services</p>
<p>July</p> <p>(7/18/18)</p>	<p>Polished: Professional Etiquette for Contractors and Entrepreneurs</p> <p>Desmond Chambliss & Nathan Bell Cornerstone-Chambliss Enterprises</p>
<p>August</p> <p>(8/15/18)</p>	<p>Financial Fundamentals</p> <p>Pete Mattingly, Managing Director JPMorgan Chase</p>

Franklin County Board of Commissioners hosted May 17 OhioMBE Procurement Fair

Columbus City Schools to host June 21 networking event

Thanks to the Franklin County Board of Commissioners for hosting the May 17 OhioMBE Procurement Fair. Small businesses were able to make new contracting opportunities with: Columbus City Schools, Columbus Metropolitan Housing Authority, Ohio Dept. of Rehabilitation and Correction, Ohio Dept. of Transportation, Columbus Regional Airport Authority, City of Columbus Purchasing/Office of Diversity & Inclusion, City of Columbus Dept. of Development, Franklin County, Medical Mutual Insurance and Welty Building Company.

The next OhioMBE Procurement Fair will be hosted by Columbus City Schools on June 21. The following organizations have confirmed their attendance: Columbus City Schools, American Electric Power, City of Columbus Department of Development, and the Columbus Zoo & Aquarium. Early bird registration ends soon! Reserve your spot at www.OhioMBE.eventbee.com

Visit our social media sites for updates.



The OhioMBE Procurement Fairs are sponsored by Waste Management



Black Female Entrepreneur Offers Words of Inspiration in New Memoir

COLUMBUS, OHIO – Women entrepreneurs – and women of color, in particular – face obstacles that their male counterparts do not. Entrepreneur, author and devoted advocate for the African-American community Janet M. Smith shares her firsthand experience and offers words of inspiration on how to overcome those obstacles in her candid new memoir, *The Fire Within*.

With candor, humor and wit, Smith bares her soul and describes her journey in triumphing over racial discrimination, sexism, mental abuse and low self-esteem, to successfully found a thriving enterprise. Along the way, she offers insights that hurting women everywhere can build on to realize their own road to fulfillment.

Among her greatest achievements, Smith created *The Blue Chip Profile*. The widely circulated print publication offered access to African-American professionals, business executives and entrepreneurs in Central Ohio. She also established one of the region's preeminent black-tie events, the Blue Chip Awards Gala, honoring individuals who serve as role models for young adults.

"I've experienced devastating tragedies, including the loss of my daughter and grandson, 42 days apart then the closing of a business that I had poured my heart, soul and sweat into," Smith says. "Through it all, my faith has given me the strength and determination to not only persevere, but to thrive and prosper. In *The Fire Within*, I describe step by step how I've learned to cope, find peace of mind, reinvent myself time and time again, and go on to even greater success."

Today, Smith serves as a career development consultant. Keeping the motto at heart that "to whom much is given, much is required," she focuses on helping underserved African-American young adults realize their full potential... Making it her mission to encourage and assist them in finding their voice, vocation and purpose.

In *The Fire Within*, Smith shares her journey of adversity, resilience and triumph. She imparts hard-won lessons to help women, young people and aspiring entrepreneurs to find their voices, and break free from self-defeating behaviors, so that they are no longer shackled by the past. *The Fire Within* serves as a blueprint for how to survive and learn from mistakes, disappointments and stay in the game of life.

The Fire Within can be purchased online at www.janetmsmith.com, BLACK ART PLUS: 43 Parsons Avenue, Columbus, OH 43215; UJAMAA BOOKSTORE: 1511 East Livingston Avenue, Columbus, OH 43205; THE BOOK LOFT: 631 South Third Street, Columbus, OH 43206, and ZAWADI BOOKS: 1500 Mt. Vernon Avenue, Columbus, OH 43203

Janet will be at a book signing Sunday 1st July, 2018 at THE BOOK LOFT: 631 S 3rd St, Columbus, OH 43206

