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Advocating, Informing and Promoting Small & Minority Owned Businesses

Celebrating 9 Years of Publishing



Ohio Treasurer Candidate Rob Richardson to speak at the 2018 OhioMBE Awards

Rob Richardson, will be a speaker at the 2018 OhioMBE Awards. The OhioMBE Awards recognizes Ohio's Top MBE. FBE, family businesses and their advocates. The Frank W. Watson Scholarships are also presented.

Don't let yourself be defined by anybody else's narrow expectations of you. You define yourself, for yourself, by yourself." Powerful words from a mother that continues to inspire and guide Rob Richardson's commitment to providing opportunity, access, and inclusion for all.



As an elementary and middle school student, Rob was enrolled in learning disability classes where he was told that he would never be capable of going to college. However, equipped with the words of his mother, he worked diligently and enrolled as a student at The University of Cincinnati. Once on campus, his passion for leadership and service led him to establish the first collegiate chapter of the NAACP in the tristate area. Rob led the implementation of a collaborative

Absentee Ballot Request Form on Page 12

"I'm being effective if someone if annoyed" -Joy Behar

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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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Columbus and The Ohio State University Help Launch Mod Squad Handyman Service

Believing that doing good can be good business, a team of students and faculty from The Ohio State University worked with Rebuilding Together Central Ohio (RTCO) as part of the pilot C-Biz program funded in partnership with the Columbus City Council. The challenge? How to modernize the organization and create a sustainable system for growth. The collaborators' big idea — Mod Squad, Central Ohio's go-to source for handyman services. The bonus? Every Mod Squad project helps fund grants for eligible low-income Central Ohio seniors to make needed home repairs.

Recently, Columbus City Councilmember Jaiza Page, Executive Director of RTCO Julie Smith and Ohio State's Paul Reeder, executive director of the center for innovation strategies, proudly introduced the culmination of two years of work – Mod Squad – Central Ohio's one-stop shop for handyman services, a program of RTCO.

"We are excited to help grow our partnership with local small businesses and students," said Councilmember Page. "Repeated investment in both people and capital is how our City is going to continue to grow smart and provide our residents with needed services."

C-Biz is a public-private partnership between Council and The Ohio State University that began in 2016. The program selected two existing community-based companies for the pilot the nonprofit RTCO and for-profit Watt One Electric.

The partnership was created to connect established, small and minority-owned businesses with undergraduate and graduate students who are capable of providing advanced, in-depth consulting and analytical services that may otherwise be unavailable.

See Repair on page 6

SBA & ODSA Boost Ohio's Small Business Export Opportunities Worldwide

Ohio Development Services Agency now accepting applications for the International Market Access Grant for Exporters (IMAGE) program

The Ohio Development Services Agency's Export Assistance Office is ready to help Ohio small and medium-sized businesses sell their goods and services overseas. Recently, the state of Ohio was awarded \$700,000 by the U.S. Small Business Administration's (SBA) State Trade Expansion Program (STEP) to offset the costs associated with international marketing initiatives through the Ohio International Market Access Grant for Exporters (IMAGE) program.

"Ohio businesses exported more than \$50 billion of goods and services in 2017," said David Goodman, director of the Ohio Development Services Agency. "By offsetting the high costs with doing business internationally, we can help more Ohio businesses reach new customers and increase sales."

In the first five years of the program, 312 businesses have received funding to promote their products and services in international markets, resulting in more than \$87 million in export sales

"STEP, as well as SBA's other export resources, are important tools for America's small businesses and entrepreneurs to expand into international markets," said SBA Region V Administrator Rob Scott. "More than three quarters of the world's purchasing powers is outside of the

See IMAGE on page 10

Start a Senior Business

Are you ready to start your own business? Today's hottest market, seniors, is ready to buy. Trendy millennial and Generation Z consumers, move aside. There's a new consumer in town (well, actually, an old one): senior citizens.

Yes, the demographic incorporating the baby boomers is still a force to be reckoned with. Here's what you need to know about starting a senior business.

Senior statistics. Not all seniors are baby boomers—but this generation does hold a special place. Currently between 54 and 72 years old, the boomers make up a large proportion of the senior population. However, many are also taking care of their parents, creating an additional market for products and services.

Many baby boomers are quite affluent, making them an ideal market for small businesses. Overall, the spending power of baby boomers is expected to reach \$15 trillion worldwide by the end of 2019.

By 2030, according to the U.S. Census Bureau's 2017 National Population Projections, all of the baby boomers will be older than 65. At this time, one out of five U.S. residents will be of retirement age, and by 2060, people aged 65 and over will make up almost one-fourth of the population.

In fact, senior citizens are projected to outnumber children by 2035, when there will be 78 million people 65 years or up compared to 76.4 million age 17 or younger.

Clearly, seniors are a growth market. Here are eight ideas for businesses you can start to serve them.

Senior business ideas

- 1. Non-medical in-home care: Adult children often worry about aging parents living at home alone. Your service can ease their worries by helping senior clients with tasks of daily life, such as getting to and from appointments, shopping, cleaning, and cooking, so they're able to stay in their homes longer. You'll need to market the service to adult children, since few seniors will admit they need this type of care.
- 2. Senior care consultant: These professionals help find the best living arrangements for seniors, whether that is at home, daycare or a senior living facility. You'll work with community services and local government agencies that help seniors to get client referrals.
- 3. Home services: More than eight in 10 (82%) of seniors own their own homes, but as they get older, they may prefer to have others handle the maintenance. Home-related services, such as housecleaning, lawn care, and handyman services aren't just for seniors, but targeting this clientele can help you build a thriving business. Earn the trust of seniors and their adult children, and you'll have more referrals than you can handle.

Awards from page 1

approach for engaging the greater Cincinnati community, which he continued in his role of Student Body President at UC.

In 2008, after graduating Law School, Rob was asked by Ohio Governor Ted Strickland to serve on UC's Board of Trustees. He was elected to Board Chair in 2016, where he had the responsibility of leading the search for the 30th President, Dr. Neville Pinto. During his tenure, Rob established the UC Scholars Academy, a leadership development and academic preparedness program for students in CPS. He also raised hundreds of thousands of dollars for student scholarships, including the largest corporate diversity scholarship at UC, helped establish the university's 1819 innovation hub, and led the first ever Next Lives Here Innovation Summit. Rob also advocated systemic top-down reforms to UC police policy following the killing of Samuel Dubose.

Rob is now the Democratic nominee for Ohio Treasurer. If he wins this election he will be **the first Democrat of color to ever win a statewide position.**

The 2018 OhioMBE Awards will be held on Oct. 25 at the Columbus Zoo & Aquarium Africa Event Center. The following will recognized: Supplier Diversity - Kokokosing Industrial; Frank W. Watson Advocate Award - City of Columbus Department of Development and Monique Moore - Ohio Secretary of State. The Publisher's Award will be presented to Attorney Greg Williams. ECDI will receive the Economic Development Award.

Ticket information is online 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

Email *news@ohiombe.com* to find out about advertising for:





You've got to vote, vote, vote, vote. That's it; that's the way we move forward. That's how we make progress for ourselves and for our country.

Former First Lady Michelle Obama

bid opportunities

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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



DEPARTMENT OF DEVELOPMENT

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



The Columbus Regional Airport Authority values diversity and inclusion and the impact small and minority-owned firms have on the Central Ohio econo-

my. The Columbus Regional Airport Authority invites you to access the following link: https://columbusairports.com/doingbusiness-with-us/solicitation-opportunities to sign-up for RSS feeds to automatically receive notifications of new bid opportunities and results.

Email <u>BusinessDiversity@ColumbusAirports.com</u> for questions about the Diversity Programs at Columbus Regional Airport Authority.



Building Crafts, Inc., an equal Contractors | Engineers opportunity employer, is soliciting bids from certified DBE, MBE, and WBE subcontractors

and suppliers for the Lake Lakengren Water Authority Wastewater Treatment Improvements near Gratis, OH which bids on October 10, 2018. Items of work to be subcontracted or supplied include, but are not limited to the following: demolition, saw cutting/coring, paving, chain link fencing, seeding and mulching, reinforcing steel supply/erection, concrete, masonry, miscellaneous metals, roofing, joint sealants, entrance doors, FRP doors, overhead doors, windows, painting, instrumentation &controls, plumbing, process piping, HVAC, and electrical. Bidding documents can be examined at Building Crafts, Inc., 2 Rosewood Dr., Wilder, KY 41076 or by calling Brad Miller at (859) 781-9500 to make arrangements to view documents electronically. Submit quotes by 8 AM on October 10, 2018 by email to estimating@buildingcrafts.com or fax at (859) 781-9505. All bids should include a completed Form 6100 -3 DBE Subcontractor Performance Form



- Graffiti Removal. Contact Eric Voorhees (614-645-7934 or eavoorhees@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.

Get Bid Notices Delivered to your inbox

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



Too many people fought too hard to make sure all citizens of all colors, races, ethnicities, gen-

ders, and abilities can vote to think that not voting somehow **sends a message.** - Luis Gutierrez

bid opportunities

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



REQUEST FOR PROPOSALS

Proposals will be received for the following by Jasna Nolze at 100 West Cedar Street, Akron,

Ohio 44307 no later than 4:00 p.m. on Friday, October 19, 2018:

Audit and/or Tax Services for Edgewood, Eastland, Wilbeth Arlington, and associated AMHA affiliated entities for a period of three years with successive optional one-year renewals.

Those interested in submitting a proposal may obtain the instructions/information package (RFP No. FIN001) by contacting the AMHA Finance Department at (330) 252-9251 or via email at inolze@akronhousing.org.

Akron Metropolitan Housing Authority Brian M. Gage Executive Director





Kokosing Industrial, Inc. is preparing bids for the 2017
Wastewater Treatment Plant Improvement Project in Washington Court House, Ohio which bids October 3, 2018. 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: Demolition, Rebar, Precast Concrete, Masonry, Doors, Windows, Glazing, Painting & Coatings, Signage, Plumbing, HVAC, Electrical, I&C, Excavation, Shoring, Fencing, Landscaping, Caulking, Concrete Repair, Insulation, Roofing, Acoustical Ceilings, Deep Foundations, Dewatering, and Pile Testing. Bidding documents can be examined online by emailing Sonja Nichols at snichols@kokosing.biz for the link. Please have your quote to Chad Lampe by 12:00 PM October 2, 2018: e-mail snichols@kokosing.biz or Fax 614-212-5711.

"Kokosing Industrial is an equal opportunity employer."

First Amendment:

Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; or the right of the people peaceably to assemble, and to petition the Government for a redress of grievances.

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We will also post it on our Facebook, Twitter and LinkedIn Pages.

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The program is conducted in conjunction with faculty members from The Ohio State University and the Max M. Fisher College of Business. Council provided an initial \$20,000 investment.

"As an institution dedicated to building future leaders, Fisher is proud to be associated with such an incredible, forward-focused program," said Anil K. Makhija, dean and John W. Berry, Sr. Chair in Business at Fisher College of Business. "Our work with the C-Biz program demonstrates how meaningful connections between our students and small business owners and entrepreneurs can positively impact and uplift our local community."

Students and faculty from The Ohio State University evaluated the current business assets, including its structures, management, cash flow, strategy and execution. Company leadership and student teams also worked with the City to explore funding options.

"It was a pleasure collaborating with C-Biz program students as we developed the concept for Mod Squad," said Julie Smith. "The C-Biz program gave us a unique opportunity to hear new ideas from area students that see social enterprise as a vital part of our community. Their enthusiasm and fresh perspectives helped energize project development with support from the city, collaborative partners, area entrepreneurs and volunteers."

In true Columbus fashion, word spread of the collaboration and Mod Squad received additional support from The Columbus Foundation, SocialVentures and The Buzz Maker.

"What makes this exciting is that everyone in Central Ohio now has a go-to source for handyman services. It's a 'pay-itforward' program that will help our local seniors age in place with dignity," said Smith.

The Mod Squad's slogan — Fix it. Modify it. Replace it. — says it all. Whether it is fixing a leaky faucet or installing a new ramp, they have it covered.

For more information visit: http://www.rtcentralohio.org/modsquad/













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Ohio Diversity Network

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

Monday, October 8, 2018 at 7:00pm Columbus Branch NAACP – General Membership Meeting Columbus

Tuesday, October 16, 2018 at 11:30am

ECDI Capital for Construction Program Lunch and Learn Series: Access to Skilled Labor - Columbus

Saturday, October 20, 2018 at 10:30am

Certification 101 at the WBC - Columbus

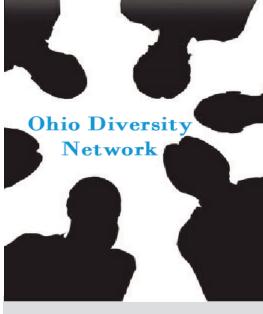
Tuesday, October 23, 2018 at 1:00pm

Akron MBAC Workshop: Doing Business with Akron Area Hospitals Akron

Thursday, October 25, 2018 at 11:00am

2018 OhioMBE Awards - Powell





Hosting a business event?

Did you know you can post it on OhioDiversityNetwork.com

Email: news@ohiombe.com for login information

OhioDiversityNetwork.com is sponsored by:



OFFICE OF DIVERSITY
AND INCLUSION



Voting is a civic sacrament - the highest responsibility we have as Americans. Christine Pelosi

- 4. Home retrofitting/remodeling: Seniors who want to stay in their homes as long as possible are getting their homes retrofitted with things like wider doorways, shower grab bars, and other changes to make their homes safer and more accessible.
- 5. Travel company: Active seniors are eager to travel, and a travel business focused on senior or family travel can be a big hit. These days, many seniors are planning multi-generation vacations, "girlfriend getaways," or vacations with grandchildren.
- 6. Medical claims assistance: If you're familiar with health insurance, Medicare, and the healthcare industry, you can start a business to help seniors and their families manage medical bills. You'll review bills and medical records to make sure seniors aren't paying too much and are getting all of the benefits they're entitled to. Market your services to senior centers, medical offices, and financial professionals that can refer you to potential clients.
- 7. Nutrition/fitness consultant: You can work with physical therapists, geriatric physicians, fitness centers, and other organizations targeting seniors to provide fitness and nutrition programs for their patients and/or customers. You can also market your services to individuals. Yoga, Pilates, dance, and swimming are popular exercise programs among seniors.
- 8. Senior transportation services: Seniors who can't or don't want to drive still need transportation to get to and from doctors' appointments, to shop, or to get to social engagements. Their children aren't always available to drive, taxis can get expensive, and even in areas with good public transportation, it can be hard for seniors to walk to bus or train stops. All of this spells opportunity for senior transportation services. Do your homework about your territory and market before starting this business. Find out what type of driver's license and insurance is necessary.

Senior business success secrets

To market your senior business, here are some things to remember:

- Seniors don't see themselves as "old." (This is especially true if they're boomers.) Your marketing should promote how your product or service helps seniors remain healthy, fit, and active.
- Seniors need to trust you. Many senior businesses deal
 with sensitive data or work in seniors' homes. To build
 trust with both seniors and their adult children, make sure
 your business is properly licensed, insured, and bonded (if
 that's appropriate to your industry). Word-of-mouth is key
 because seniors are more likely to trust businesses that
 friends or relatives tell them about.
- Market online and off. Yes, traditional marketing tactics such as print ads or direct mail work for many seniors but the majority of seniors do use the internet. Target

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:

- 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 during 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.

www.OhioMBE.eventbee.com

Next class: Oct. 20 at the Columbus WBC

both seniors and the adult children buying for them with marketing that includes both digital and traditional marketing channels.

The market for senior-related products and services is only going to grow. How can you benefit from it?

Source: www.allbusiness.com

Frank W. Watson Scholarsh p

employohio.com



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Tickets on sale at www.OhioMBEAwards.com

IMAGE from page 2

United States. By tapping into global markets, small businesses are able to grow faster and are more likely to stay in business."

The IMAGE program is designed to help small and medium-sized businesses increase exports and create jobs in Ohio's economy. IMAGE is a 50 percent reimbursement program capped at \$12,500 per eligible approved applicant. The 2019 IMAGE program will run through September 29, 2019.

For more information or to apply, visit www.IMAGE.development.ohio.gov.

2018 OhioMBE Award Nominees

Congratulations to the following businesses for being nominated for a 2018 OhioMBE Award

tion

- Kay Onukwe, HKI
- Dove Building Services
- HM1 Trucking
- See Columbus
- LARS Painting

Top FBEs

Top MBE:

- Total Technology
 Solutions
- MLII Productions
- Wright Behavioral Health Group
- Corporate Clean
- Surefire Innovations
- A-Men Pest Controls
- Ozone Cleaners
- Monique's Events
- Elevar DesignGroup
- Final Moments
 Concierge Services
- Flairsoft, ltd
- SavKon Construction
- Colbert Painting and Reconstruc-

- Young Achievers
- Momentuum, LLC
- Swath Design, LLC
- Critical Ops
- First Invest
- Contempo Design & Communication

Top Family Business

- Battista La Fleur Galleria
- Spotlight of Columbus
- Outreach Promotional Solutions
- Computer Data Services
- Hightower Petroleum Company
- Screenpointe

OHIO STATE

2018 FOOTBALL SCHEDULE

Opponent

Michigan

week	Date	Opponent
1	Sat. Sept. 1	Oregon State
2	Sat. Sept. 8	Rutgers
3	Sat. Sept. 15	at TCU
4	Sat. Sept. 22	Tulane
5	Sat. Sept. 29	at Penn State
6	Sat. Oct. 6	Indiana
7	Sat. Oct. 13	Minnesota
8	Sat. Oct. 20	at Purdue
9	Sat. Oct. 27	Bye
10	Sat. Nov. 3	Nebraska
11	Sat. Nov. 10	at Michigan State
12	Sat. Nov. 17	at Maryland

CHRISTIE & ASSOCIATES

13

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Absentee E	Balle	ot Application	print clearly	
R.C. 3509.03		or Application		
Voter Name		First Middle		
Required 1	1	· · · · · · · · · · · · · · · · · · ·		
	Last Suffi	x		
Date of Birth Required	2	Date of Birth (do not write today's date here)	MM/DD/YYYY	
Address at Which you are Registered to Vote Required	3	Street Address (no P.O. boxes)	County	
	3	City/Village	ZIP	
Mailing Address Required only if you wish to have your ballot mailed to a		Street Address (or P.O. box)		
different address than the address at which you're registered to vote.	4	City/Village		
registered to vote.		State ZIP		
Identification Required		☐ Your Ohio driver's license number (2 letters followed by 6 numbers)		
You must provide ONE of the		☐ Last four digits of your Social Security number		
following.		☐ Copy of a current and valid photo identification, military identification, or a current (within the last 12 months) utility bill, bank statement, government check, paycheck or other government document (other than a notice of voter registration mailed by a board of elections) that contains your name and current address.		
Election		Date of Election (do not write today's date here)	MM/DD/YYYY	
Required		☐ General Election ☐ Special Election		
You must complete a separate application for each election.	6	☐ Primary Election For a PARTISAN primary election only, you must choose the type of ballot:		
		☐ Political party ballot Name of Political Party	☐ Issues only ballot	
Affirmation		I wish to have an absentee ballot mailed to me at the address listed.		
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