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Advocating, Informing and Promoting Small & Minority Owned Businesses

U.S. Small Business Administration to Recognizes Journey Steel as Spark for Economic Development



L-R: Steve Chabot, Congressman; Barbara Smith, Journey Steel President; Tom Garten, Journey Steel Vice President; and Everett Woodel, SBA Columbus District Director)

Small businesses are the economic fabric of our communities, both urban and rural. They create two out of every three jobs new jobs in America. Ohio is home to nearly 950,000 small businesses that employ 2.2 million workers, 46% of all Ohio employees. Barbara Smith of Journey Steel is an example of the many hardworking entrepreneurs who have improved their communities, providing local jobs and unique products and services. Barbara is also creating opportunities for minorities in ironworking via Journey Soaring Impact, a vocational program she established to train at-risk inner city high school seniors for construction industry careers.

The U.S. Small Business Administration Columbus District Office recently recognized Barbara Smith, president of Journey Steel, as a small business leader “sparking” economic development in Cincinnati, Ohio. Congressman Steve Chabot and SBA Columbus District Director Everett Woodel presented the award, which was followed by a small business and economic partner roundtable to discuss area small business resources, challenges and future ways to strengthen partnerships to help small businesses grow and thrive.

Barbara Smith, owner of Cincinnati-based steel fabrication and erection company, Journey

**Media's
responsibility
is to
challenge
government**

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**Support Black
Businesses**



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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 business. The 912 Group is a certified FBE with the City of Columbus.

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Steel, has never been afraid to make her own path to success. With more than 29 years of experience in the construction industry, working with Fortune 500 companies and preparing multi-million dollar budgets, Smith saw an opportunity to stand out as a small business owner.

"There are not a lot of black women in construction," Smith said. "I've always had a drive to succeed and, by becoming a small business owner, I saw my chance to create a niche business and stand out against my competitors."

Smith partnered with Tom Garten, who also had a strong background in construction and project management, to launch Journey Steel in 2009.

Smith has used SBA resources every step of the way in her business growth. To help prepare for government contracting, she tapped an SBA-powered Procurement Technical Assistance Center and Journey Steel became certified as woman-owned small business in 2012 and as an 8(a) business in 2015.

"PTAC Counselor Hayward Chappell has been an invaluable resource, providing networking connections, relevant webinars and more," she said. "He has truly given me a contracting foundation to build on and I always feel comfortable reaching out to him

with any questions."

Smith also has found value in the 8(a) program, indicating it has provided a wealth of information on the federal government market, access to the Mentor Protégé program, the ability to receive 8(a) contracts, and relationships with large, first-tier firms in Journey Steel's industry is helping it grow.

In 2017, Smith accessed an SBA-backed line of credit to help her expand and in 2018, she enrolled in SBA's Emerging Leaders program, geared toward small business growth acceleration.

"Emerging Leaders is a valuable program with practical application," she said. "It helped me to focus on my business specifically and create a strategic growth plan with attainable goals."

By tapping SBA's access to capital and mentoring resources, Smith has grown Journey Steel from two to 20 full-time employees and wants to expand more with federal contracting.

"I think that the Emerging Leaders program has prepared the business to take that step and potentially double in size."

Smith also is translating her success into an opportunity for others and opening doors for women and minorities in ironworking via Journey Soaring Impact, a vocational



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

Support Black Businesses



If somebody offers you an amazing opportunity but you are not sure you can do it, say yes – then learn how to do it later. Richard Branson

business tip

Five Reasons to Monitor your Business Credit Reports

Similar to personal credit reports and scores; business credit reports are constantly changing because of a variety of data. This ongoing change is based on a variety of factors such as the number of reported transactions, outstanding balances and payment activity to name a few.

The accuracy of the data being reported about your business is crucial. It shows your company's ability to meet its financial obligations with vendors, suppliers, lenders and other businesses.

Your business credit report impacts the following decisions:

- The amount of credit issued to your business
- What the terms of repayment will be
- The interest rates you will pay
- What your insurance premiums will be

It's important to realize an established business credit report and score is an invaluable asset for your company. Like all assets it's necessary to take certain steps to protect and manage them.

The first step is to order a copy of your company's credit reports and review the information being reported about your business. Business credit agencies such as Dun and Bradstreet allow you to view your business credit report and update your company information all online via iUpdate.

To order your reports from each of the major business credit agencies you will need to purchase one of their profile report products. While there are a variety of reports you can order it's important to obtain a full company report in order to review all the information that is being reported about your business.

Here are five key reasons to monitor your business credit report:

- 1) Ensure your company's credit report is complete and accurate
- 2) Stay notified on any changes to your report that could impact your business
- 3) Identify any issues or areas in your report that can be improved upon
- 4) Be aware of who is inquiring about your business (inquiries)
- 5) Prevent identity theft by monitoring inquiries into your report

See Report on page 8

Whitman College announce the appointment of Thomas Witherspoon as the college's new vice president for diversity and inclusion



Currently the associate dean of students and director of multicultural student support services at Denison University in Granville for diversity and inclusion before the 2019-2020 academic year. His responsibilities will include providing leadership in advancing and ensuring an inclusive learning community; serving as a member of the president's cabinet; and advising and counseling students, faculty and staff in order to facilitate a positive experience for every member of the Whitman community.

"Dr. Witherspoon brings with him years of work in higher education with a focus on underserved populations," Murray said. "Throughout the interview process, Thomas impressed the search committee with his energy and enthusiasm for his work. But it's his track record of using data to evaluate campus culture and using it to take concrete steps to improve the experience of community members of diverse backgrounds that makes him ideal to lead Whitman's diversity efforts."

Witherspoon comes to Whitman with nearly 15 years of experience as a higher education professional, most recently at his alma mater Denison University where he has spent the past several years as the associate dean of students and director of multicultural student support services. In that role, Witherspoon led the development of a new student space dedicated to cross-cultural engagement; trained students, faculty and staff on issues related to retention of traditionally underserved populations; lead a committee of faculty mentors to support students from community-based organizations; and established a network of support for first-generation college students.

Prior to his work at Denison, Witherspoon served as the assistant dean of undergraduate students at Dartmouth College and as associate director of admissions at Boston University. Early on in his career, Witherspoon served as the program director for The Posse Foundation, an organization that recruits and trains diverse groups of high school student leaders and works with partner colleges to help students transition into and excel in college.

Witherspoon says he is excited to be joining a vibrant community like Whitman. "I was initially attracted to Whitman College because of its inclusive approach to diversity and its academic reputation," Witherspoon said. "But what impressed me the most was my time on campus, where I saw the passion, pride and optimism from students, faculty and staff around the future of the college."

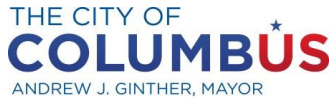
See Witherspoon on page 7
www.OhioMBE.com

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>



DEPARTMENT OF DEVELOPMENT

The Department of Development has contracting opportunities in the below areas. Please reach out for more information and bidding requirements.

- Graffiti Removal and Arborist Services. 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).
- Property Maintenance and Miscellaneous Services in November 2019. Contact Audrea Hickman (614-645-8907 or ahickman@columbus.gov).
- Construction trades including: General Construction, Home Improvement, Electrical, HVAC, and Plumbing. Contact Tim Tilton (614- 724-3009 or twilton@columbus.gov).
- Lead abatement. 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>.

Please note that the City of Columbus, Department of Public Service is receiving bids until June 6, 2019 at 1:00 P.M. local time, for construction services for the SCC – Connected Vehicle Environment project. Bids are to be submitted only at www.bidexpress.com. Hard copies shall not be accepted.

The work for this project consists of splicing into existing fiber optic cable, installing messenger wire, fiber optic cables and Ethernet cables, Ethernet switches, and DRSC radios to create a connected vehicle environment that will serve Central Ohio stakeholders for the deployment and testing of vehicle to infrastructure communication technologies. The limits of the project are High Street from Fifth Avenue to Morse Road, Morse Road from High Street to Stygler Road, Cleveland Avenue from Second Avenue to Morse, and communication nodes around Columbus. Also included, any other such work as may be necessary to complete the contract, in accordance with the drawings, technical specifications, plans at 1844 Drawer A and City of Columbus Construction and Material specifications set forth in the Invitation For Bid (IFB).

All questions concerning this project are to be sent to capitalprojects@columbus.gov. The last day to submit questions is May 24, 2019; phone calls will not be accepted.

A pre-bid meeting will not be held.

Notice of published addenda will be posted on the City's Vendor Services web site and all addenda shall be posted on www.bidexpress.com.

All bid documents (Invitation for Bid, technical specifications, plans, and future addenda) are available for review and download at www.bidexpress.com. Firms wishing to submit a bid must meet the mandatory requirements stated in the IFB, including being prequalified by the City of Columbus Office of Construction Prequalification.

If you do not have an account with Bid Express and you would like to review projects information or submit a bid, you will need to sign up for an account. Go to www.bidexpress.com in order to sign up.



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3. Add your email address
4. Select your desired list



We got bids!

bid opportunities

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



Legal Notice: RFP 2019-004
Professional Property Management Services
(Scholar House III)

The Columbus Metropolitan Housing Authority is seeking Request for Proposal (RFP) for the procurement of Professional Property Management Services (Scholar House III). The response deadline is Thursday, June 6, 2019, at 2:00pm. A pre-proposal conference is scheduled for 2:00pm on Tuesday, May 28, 2019 at 880 E 11th Avenue, Columbus, Ohio 43211. 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.



Legal Notice: RFP 2019-005
Adaptive Insights Implementation & Maintenance

The Columbus Metropolitan Housing Authority is seeking Request for Proposal (RFP) for the procurement of Adaptive Insights Implementation & Maintenance. The response deadline is Thursday, June 6, 2019 at 11:00 AM. 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



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The Columbus Regional Airport Authority values diversity and inclusion and the impact small and minority-owned firms have on the Central Ohio economy. The Columbus Regional Airport Authority invites you to access the following link: <https://columbusairports.com/doing-business-with-us/solicitation-opportunities> to sign-up for RSS feeds to automatically receive notifications of new bid opportunities and results. Email BusinessDiversity@ColumbusAirports.com for questions about the Diversity Programs at Columbus Regional Airport Authority.

Smart Mobility Hubs

Please note that the City of Columbus, Department of Public Service is receiving bids until June 6, 2019 at 1:00 P.M. local time, for construction services for the SCC – Smart Mobility Hubs project. Bids are to be submitted only at www.bidexpress.com. Hard copies shall not be accepted.

The Smart Mobility Hubs project aims to enable a seamless transition between modes of travel. There are six Smart Mobility Hubs: Columbus State Community College, Linden Transit Center, St. Stephen's Community House, Columbus Metropolitan Library – Linden Branch, Northern Lights Park & Ride, and Easton Transit Center. Each location will have a variety of improvements to accommodate various modes of travel. The contract work involves the installation of signage, pavement markings, and concrete pavement to allow for the modes. Coordination with CoGo for relocation of one station and installation of three others will be required. Also included, any other such work as may be necessary to complete the contract, in accordance with the drawings, technical specifications, plans at 1851 Drawer A and City of Columbus Construction and Material specifications set forth in the Invitation For Bid (IFB).

A pre-bid meeting will not be held.

All questions concerning this project are to be sent to capitalprojects@columbus.gov. The last day to submit questions is May 24, 2019; phone calls will not be accepted.

Notice of published addenda will be posted on the City's Vendor Services web site and all addenda shall be posted on www.bidexpress.com.

All bid documents (Invitation for Bid, technical specifications, plans, and future addenda) are available for review and download at www.bidexpress.com. Firms wishing to submit a bid must meet the mandatory requirements stated in the IFB.

If you do not have an account with Bid Express and you would like to review projects information or submit a bid, you will need to sign up for an account. Go to www.bidexpress.com in order to sign up.

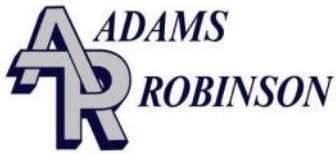


We got Bids!

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bid opportunities

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Adams Robinson Enterprises, Inc. is seeking bid proposals and quotes from certified DBE MBE and WBE subcontractors for the City of Washington

Court House, OH 2017 Wastewater Treatment Plant Improvement Project 693905 which bids on Wednesday, June 12th, 2019 at 2:00 p.m. Plans may be viewed at Adams Robinson Enterprises, 2735 Needmore Rd., Dayton, OH 45414. Call (937) 274-5318 or email arco@adamsrobinson.com. Online at <http://files.adamsrobinson.com>, login: arco password: estimating; on file at City of Washington Court House, 220 Park Avenue, Washington Court House, Ohio 43160; Jacobs, 2 Easton Oval, Suite 500, Columbus, Ohio 43219. Plans may be purchased from Key Companies, 1920 Schrock Road, Columbus, Ohio 43229.

Items of work to be subcontracted include, but are not limited to the following: Metal Building, Reinforcing Steel, Precast Concrete, Erosion Control, Glass & Glazing, Painting, Plumbing, Caulking, Sidewalks, Fence, HVAC, Roofing, Electrical, Masonry, Demolition, Landscaping, Site Grading, Instrumentation, Excavation & Backfill, Clearing & Grubbing, Trucking & Hauling, Doors & Windows and Acoustical Ceiling.

Adams Robinson Enterprises, inc is willing to review any responsible quote and will negotiate terms, if appropriate. We will assist interested parties, when possible, in obtaining bonds, limits of credit and/or insurance. Steve Siefker can be contacted for further information. Submit written proposals until 1:00 p.m. on Wednesday, April 12th, 2019 to Adams Robinson Enterprises, 2735 Needmore Road, Dayton, OH 45414, Phone (937) 274-5318; Fax (937) 274-0836 or email arco@adamsrobinson.com



"Attention Certified DBE/MBE/WBE and SBRA Companies"

Kokosing Industrial, Inc. is preparing bids for the 2017 Wastewater Treatment Plant Improvement REBID Project in Washington Court House, Ohio which bids June 12, 2019. 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 Zach Keller by 12:00 PM June 11, 2019: e-mail snichols@kokosing.biz or Fax 614-212-5711.

"Kokosing Industrial is an equal opportunity employer."

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Witherspoon from page 3)

Witherspoon received his doctorate in higher education administration at New England College, his master's at Northeastern Illinois University, and his undergraduate degree from Denison.

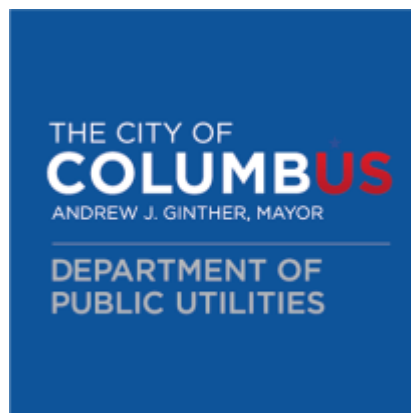
City of Columbus

Power Line/Cable Worker Trainee – EXAM

The City of Columbus Department of Public Utilities is seeking qualified candidates for the position of Power Line/Cable Worker Trainee. To apply, you must first take the open competitive examination. Applications must be submitted to the Civil Service Commission by applying on-line at www.csc.columbus.gov by 6/10/2019. Applicant tracking is now managed by NEOGOV. If you do not already have a profile in NEOGOV, you will have to set up a new one in NEOGOV before you can submit an application.

This position is responsible for learning to install, repair and replace components of the electrical power distribution system. To qualify you must have completed the twelfth school grade and have six (6) months of experience in electrical construction, electrical renovation, electrical utility, or power distribution work. Substitution(s): A certificate of high school equivalence (GED) will be accepted in lieu of the twelfth school grade requirement. Successful completion of a formal training program in the general principles of electricity or power distribution may substitute for the required experience. By the completion of the probationary period, must possess a valid Class A CDL with air brakes. Salary \$44,532.80 – \$55,120.

Contact the Civil Service Commission at 645-8300 with questions. City of Columbus is an Equal Opportunity Employer. Applicants may inspect and acquire a copy of the City of Columbus, Department of Public Utilities EEO Plan, by visiting the DPU website at <http://utilities.columbus.gov/>



Innovation is the ability to see change as an opportunity—not a threat. —Steve Jobs

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columbus.gov/odi



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Report from page 3

If you identify any inaccurate information on your company reports you will need to take the proper steps to initiate a dispute. Any type of inaccurate information will require that you contact the business credit reporting agency and initiate an investigation.

Other protective measures you can take include having spending limits and control measures on business credit cards issued to employees. By having certain control measures in place, you can reduce the risk for credit card abuse and avoid a potential loss.

As a business owner, it's essential that you take a proactive approach and monitor your business credit profiles on a regular basis. You've worked hard at establishing a creditworthy report, it's important to work equally hard at protecting and



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managing it. With the proper steps and protective measures in place you can easily avoid potential threats to the business.

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ODOT seeks input for proposed DBE goals

The Ohio Department of Transportation invites the consultant and contractor community along with the general public to attend meetings to review and comment on our proposed DBE Goal Methodology for Federal Fiscal Year 2020 – 2022. The meetings will be held at four locations during the month of June.

- June 24 - Columbus 10:00 am – 12:00 pm at the Ohio Department of Transportation, 1980 West Broad Street - Columbus, Ohio 43223 Bit.ly/odot624
- June 25 – Cleveland 12:00 pm – 2:00 pm at JUMPSTART, 6701 Carnegie Avenue - Cleveland, Ohio 44103 Bit.ly/odot625
- June 26 – Toledo 10:00 am – 12:00 pm at University of Toledo Scott Park Campus, 2145 East Scott Park Drive - Toledo, Ohio 43607 Bit.ly/odot626
- June 27 – Cincinnati 10:00 am – 12:00 pm at Cincinnati-Hamilton County Action Agency, 1740 Langdon Farms Road - Cincinnati, Ohio 45237 bit.ly/odot627cin
- June 27 – Dayton -2:00 pm – 4:00 pm at Montgomery County Business Solution Center, 1435 Cincinnati Street - Dayton, Ohio 45417 Bit.ly/odot627

For more information on the ODOT DBE Goal Methodology, visit transportation.ohio.gov/DBEgoals or contact: Terry Bolden - 614-644-8436 - Terry.Bolden@dot.ohio.gov

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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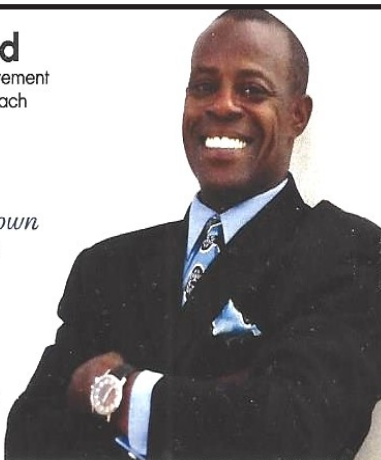


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Ohio Diversity Network

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

Wednesday, June 5, 2019 at 4:00pm

[ODOT Cleveland DBE/SBE Business Development Courses: Risk Management](#)—Garfield Heights, OH 44125

Wednesday, June 12, 2019 at 4:00pm

[ODOT Columbus DBE/SBE Business Development Courses: Risk Management](#)—Columbus, OH 43223

Wednesday, June 19, 2019 at 4:00pm

[ODOT Cincinnati DBE/SBE Business Development Courses: Accounting](#)—Lebanon

Friday, June 21, 2019 at 8:15am

[Coffee & Conversations with the County](#)—Columbus

Thursday, June 27, 2019 at 2:00pm

[Akron MBAC VENDOR PORTAL REGISTRATION WORKSHOP](#)—Akron



Hosting a business event?

Did you know you can
post it on
OhioDiversityNetwork.com

Email: news@ohiombe.com
for login information

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Why you should 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 your 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 a 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.



Attend a class and learn how to get your business certified. Visit 912group.eventbrite.com for the upcoming class schedule. For more information on certification, call 614.522.9122 or attend a certification class.

FRANKLIN COUNTY FIRSTSTEP

- Coming home from prison or jail?
- On probation or parole?
- Have an arrest on your record?
- Or are you just looking for a new beginning?

START OUT ON THE RIGHT FOOT!

FIRST STEP

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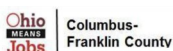
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- Department of Job and Family Services
- Bureau of Motor Vehicles
- Social Security Administration
- Franklin County Child Support
- Veterans Service Commission
- Legal Aid Society of Columbus

Sign up for programs and
get information about:

- Employment and CQEs •
- Legal • Expungement •
- Public Transportation •
- Health • Education •
- Parenting and Families •
- Voting • Mentoring •
- Public Benefits • and more!



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Cathy R. Holloway
President/Owner

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