

Ohio's Largest Black-owned Business Newspaper



FREE

November 15, 2020

Published by The 912 Group, Ltd.

Ronda Watson Barber—Publisher/Editor-in-Chief

Volume 11—No. 17

Advocating, Informing and Promoting Small & Minority Owned Businesses since 2009

Take the OhioMBE Shopping Challenge

Spend at least \$50 with a Black Business this Holiday Season



Media's responsibility is to challenge government

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Joy Bevins appointed new Franklin County Deputy Administrator



The Franklin County Board of Commissioners recently announced the appointment of Joy Bivens as a new deputy county administrator.

Biven, who currently serves as the director of the county's Job and Family Services agency, will take on the administrative role for the health and human services to better support traditionally underserved community members.

Bivens will continue to lead JFS while also overseeing the county's Office of Aging, Child Support Enforcement and Office of Justice Policy and Programs.

She was appointed director in 2016. She has served on the Whithall City School Board. Mrs. Biven is the recipient of the 2019 OhioMBE Publisher's Award for her efforts to combat poverty in Franklin County.

OhioMBE is published on the 1st and 15th of each month and is distributed free by The 912 Group, LTD. The publisher reserves the right to edit, reject or cancel any advertisement or editorial copy at any time and will not be responsible for checking the accuracy of items submitted for publication.

Legal Stuff: The First Amendment protects several basic freedoms in the United States including freedom of religion, freedom of speech, freedom of the press, the right to assemble, and the right to petition the government. It was part of the Bill of Rights that was added to the Constitution on December 15, 1791. *The views expressed in OhioMBE and the media outlets of The 912 Group are solely those of the author and do not reflect the views/opinions of The 912 Group, the editor, publisher, our staff or our advertisers.*

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OhioMBE welcomes letters to the editor from readers. Typed letters of 350 words or less are preferred. Each letter must include name, home address and daytime phone number. Some letters may appear on our website.

THE COMMISSION ON BLACK GIRLS PRESENTS



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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, Twitter, Instagram and LinkedIn Pages.

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publisher's note

By Ronda Watson Barber
OhioMBE Publisher



At this time of Thanksgiving, I would like to humbly thank our advertisers and readers. I am gratified by your support. Collectively, Covid-19 has changed our lives and the way we do business. Black-owned businesses have been hit especially hard by the pandemic. Many are struggling to survive. Sadly, some have closed their doors.

As a small business owner, I have been affected. I've had to change my business model. The newspaper is published solely online now as many of our distribution spots are temporarily closed. Because of social distancing requirements, we have taken our OhioMBE Procurement Fairs, OhioMBE Awards, and other networking events virtually. It's a new normal.

While business is conducted differently in 2020, I still want to issue our annual OhioMBE Shopping Challenge. I encourage you to spend at least \$50 with a Black-owned business during the holiday shopping season. There are many talented Black business owners who have great items for purchase. If you find a great item or deal, please share it with your network. Don't forget to share it on social media using the hashtag #buyingblack2020

Please consider buying small and Black. Our votes and dollars have power. Let's pledge to keep more Black spending dollars in the Black community.

Happy Thanksgiving. Please gather safely. Wear your masks. Food, family, friends, and football we have so much to be thankful for. Enjoy!

Just my thoughts...rwb

To the litigious: The First Amendment protects several basic freedoms in the United States including freedom of religion, freedom of speech, freedom of the press, the right to assemble, and the right to petition the government. It was part of the Bill of Rights that was added to the Constitution on December 15, 1791. The U.S. Constitution applies to Black Americans as well. The views expressed in OhioMBE and the media outlets of The 912 Group are solely those of the author and do not reflect the views/opinions of The 912 Group, the editor, publisher, our staff, families, or our advertisers.

Rep. Miranda announces start of open enrollment for Affordable Care Act

Open enrollment runs from now until Dec. 15, with health care coverage beginning Jan. 1, 2021



Rep. Jessica E. Miranda
(D-Forest Park)

State Rep. Jessica E. Miranda (D-Forest Park) announced that open enrollment for the Affordable Care Act (ACA) has started. Ohioans have until Dec. 15, 2020 to apply, and health insurance coverage will begin Jan. 1, 2021.

"I implore every Ohioan in need of healthcare to take advantage of the ACA open enrollment period. Despite the constant attacks from Republicans on access to affordable healthcare, the Affordable Care Act has helped improve the lives of the Americans it insures. As we work through the uncertainty created by the pandemic, this open enrollment period can provide those who may have just recently lost healthcare some relief," said Rep. Miranda.

This year's open enrollment period comes as [Republicans continue to fight to repeal the ACA](#) and its [popular patient protections](#). The U.S. Supreme Court [held oral arguments](#) on the fate of the ACA Nov. 10.

Meanwhile, Ohio House Democrats continue to call on Republican leaders to protect Ohioans' healthcare by advancing the bipartisan [Pre-Existing Condition Protection Act](#), which would write into Ohio law several of the ACA's popular patient protections, including coverage for those with pre-existing conditions.

For more information or to apply for healthcare coverage, visit [healthcare.gov](https://www.healthcare.gov).



Top 3 Small Business Holiday Marketing Tips for 2020

With Black Friday, Small Business Saturday, and Cyber Monday in November kicking off the holiday shopping season, now is a good time for small businesses to boost sales. This year, [60% of consumers](#) plan to do half or more of their winter holiday shopping at local retailers. Capitalize on this growth opportunity by using the following marketing strategies this holiday season.

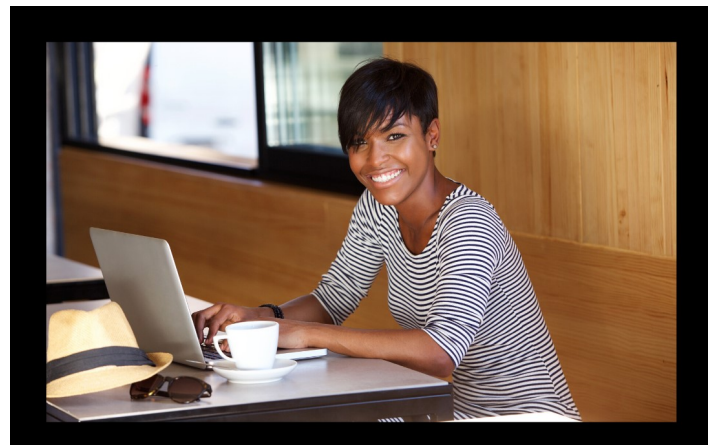
Leverage email to grow sales. In a 2020 survey, 79% of small business owners said email is “important” or “very important” to their businesses. Take time over the coming weeks to establish an effective email marketing strategy for the holiday season. Start by adopting [email marketing best practices](#), such as using email marketing software, dividing your email list into specific demographic groups, locations or other characteristics, and writing engaging subject lines. Next, consider what types of emails will be valuable to your customers during the holiday season, such as highlight sales, new products and services, pre-ordering and curbside pickup options, and shipping timelines that may interest your customers. After a customer first signs up for your email list or makes a purchase, follow-up with a “thank you” note and a discount code to stay connected to your customers. Avoid sending too many emails each week, or you risk losing subscribers (no matter how compelling your emails are)!

1. **Engage with customers on social media.** Social media is

another great way to directly communicate with customers and market your business. Through social media, you can show why current and prospective customers should buy your products or services. If you’re a retail business owner, broadcast a Facebook Live event to showcase some of your latest merchandise and why they make the perfect gift. If you provide a service, consider marketing gift cards as holiday presents. Alternatively, you can explain how your services can ease the stress of the holiday season. Use hashtags and partner with other businesses to help your social media posts reach as many potential customers as possible.

2. **Add a personal touch.** In some cases, you might not be seeing your customers in-person this year due to local regulations related to the pandemic. If you have a direct mailing list, send handwritten notes to customers to maintain personal connections. Post a compilation video of your staff on social media thanking customers for patronizing your business in 2020. As always, provide top-quality customer service by responding promptly to messages by phone, email, and social media. Small things can make a big difference when distinguishing yourself from the competition.

Source: sba.gov



OBDC VIRTUAL WORKSHOP
**INCOME TAX
READINESS FOR
2021**

December 2

6 pm

ohbdc.eventbrite.com

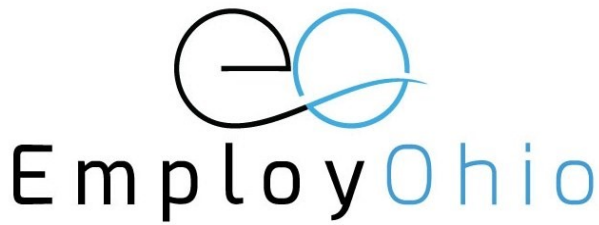
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DEPARTMENT OF PUBLIC UTILITIES

- [Inventory Control Manager](#)—11/18



OHBDC.org

The Ohio Business Development Center is looking to hire a part-time office assistant. Duties include answering phones, greeting clients, logging in documents, maintaining client files and other basic office duties. Please send resumes to planroom@ohbdc.org

#bidnotices

Keep up-to-date at OhioMBE.com



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BID BOARD**
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Akron Metropolitan Housing Authority

- [As-Needed CM & Inspection Services](#) – 12/3

Columbus Regional Airport Authority

- [RFQ for T Hangers and Taxiline](#)
- [RFQ for T Hangers and John Glen Airport Taxi line](#)

Franklin County

- [Franklin County Correction Center Parking Garage](#) – 11/24
- [Franklin County Correction Center Continuation Phase 2A](#) – 12/3

Get your free subscription to the OhioMBE Bid Board at OhioMBE.com

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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 aehickman@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>.



REQUEST FOR PROPOSALS

The Akron Metropolitan Housing Authority is requesting proposals for consideration in the competitive selection for As-Needed Construction Management and Inspection Services at Various AMHA Locations within Summit County, Ohio.

Those interested in submitting a proposal for the aforementioned work may obtain the instructions/information package by contacting SE Blueprint, 520 South Main Street, Suite 2411, Akron, Ohio 44311. (330) 376-1689 akron@seblueprint.com Proposals, to be considered, must be submitted in accordance with the requirements of the RFP and received by AMHA no later than 4:00 p.m. (local time) on Thursday, December 3, 2020.

Akron Metropolitan Housing Authority
Brian M. Gage
Executive Director



“Attention DBE Companies”

Kokosing Construction Co., Inc. is preparing a bid for the CRAA-Taxiway Foxtrot (F) and Hotel (H) Rehabilitation at John Glenn Columbus International Airport. We are seeking quotes for any portion of the project listed that you are qualified to perform or provide supplies, which includes the following:

Pavement and electrical lighting demolition, grading, asphalt paving, slurry coat, concrete sealing, repair and patching, clean and repair railings, joint and crack repair, storm water improvements, electrical/airfield lighting, pavement markings, erosion control and seeding and mulching.

Copies of the bidding documents can be obtained from Key Blueprints, 614-228- 3285, www.keycompanies.com or viewed at F.W. Dodge, The Columbus Regional Airport Authority, The Builders Exchange or at 6235 Westerville Rd., Westerville, OH 43081. Please submit quotes to Liz Florian via e-mail at eaf@kokosing.biz by 4:00 p.m., December 1, 2020 or fax at 740-957-9227. Ms. Florian may be contacted at 614-384-7115.

“Kokosing Construction Company is an equal opportunity employer.”

bid opportunities

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



LEGAL NOTICE

REQUEST FOR QUALIFICATIONS FOR DESIGN-BUILD SERVICES

The Columbus City School District announces a Request for Qualifications for the following projects:

Renovation of Roofing & HVAC Systems in **"Design-Build Delivery Model"**. The

work will consist of one Design-Build contract consisting of **3700 S. High Street**. The scope of work includes but is not limited to Roof Replacement & HVAC Renovation with related electrical, plumbing, and architectural work required to complete the project. Criteria services for the project will be provided by Harris Design Services, Inc.

A Virtual Informational meeting covering the projects will be held on Friday, November 20, 2020, at 1:00 PM at the following location: <https://meet.google.com/wqb-jskm-gdd>. To join by phone or app use the following: +1 802-866-0211 PIN: 992 088 932#

Submittals will be evaluated pursuant to ORC Chapter 153, including relevant past work of prospective firm(s), professional and other applicable consultants, quality control, response to CCS Community Inclusion Policy (Local Economically Disadvantaged Enterprise goal is 20% participation) and location of the primary firm relative to project location. More information can be found at <http://www.columbus.k12.oh.us/rfp>

Responding firms are to submit one (1) electronic copy (in pdf format) of their qualifications on the OFCC F110-330 Statement of Qualifications Form (most recent version can be downloaded at <http://ofcc.ohio.gov/Documents/Forms>) to Capital Improvements, Construction Contract Manager; Brandie Bronston Houpe at bbronston@columbus.k12.oh.us. Part 1 is limited to 30 pages. EDGE requirements do not apply to this RFQ. The deadline for submissions is Friday, December 4, 2020, by 2:00 PM.

The Board of Education reserves the right to reject any or all proposals. Prevailing wage rates do not apply to this project. Direct questions to Bruce Harris at bharris@harrisai.com



FCCS Interior Renovation Direct Reporting

Reference Number:
2020-03-48

The project at the Franklin County Correctional Facility 2 is for the renovation and addition of office spaces in the room just East from the North visitation lobby. The project will consist of enclosing the current space, under the dome skylight/waiting area, creating a hallway that wraps around from the North entrance of the space to the Southernmost office.

In total, three new office spaces will be created all joined by the before-mentioned hallway. A lobby area will be located in the dome portion of the current space with new, LED, light fixtures and security cameras placed through-out.

The above narrative does not supersede the project plans and specifications.

Each bid package will be a separate contract.

Pre-Bid Conference: December 1, 2020 at 2 pm. Interested parties are to dial +1 773-917-3504 and enter participant Phone Conference ID: 949 455 566#

Opening Date/Time: December 17, 2020 at 2 pm.

Franklin County Purchasing Department
Franklin County Office Tower
373 South High Street, 25th Floor
Columbus, Ohio 43215-6315

All Questions should be directed to: All questions must be received in writing on or before December 4, 2020 at 2:00 P.M. Direct questions

to: PFMConstructionquestions@franklincountyohio.gov Public Facilities Management, Franklin County Courthouse, 2nd Floor, 373 South High Street, Columbus, Ohio 43215-4592. Fax 614-525-3180. Franklin County will respond to all questions by December 10, 2020

Board of County Commissioners Franklin County, Ohio:
John O'Grady President
Marilyn Brown, Commissioner
Kevin L. Boyce, Commissioner

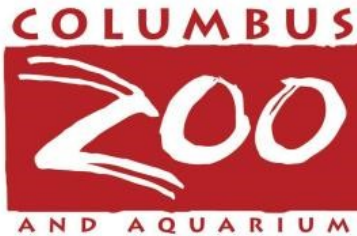
[Read Complete Notice – 2020-03-48-Ad](#)

OhioMBE.com

www.OhioMBE.com

bid opportunities

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



The Columbus Zoo and Aquarium is seeking Emergency Service Vendors for the 2021 season for the following categories:

- Arboriculture
- Carpentry
- Door Repairs
- Electrical
- Hood Cleaning
- HVAC
- Mowing
- Mulching
- Painting
- Roof Repairs

To obtain a RFP form for the emergency service please contact Emily Wieringa at Emily.wieringa@columbuszoo.org or 614-724-3795. RFP's are due back to The Columbus Zoo on December 11, 2020.



Franklin County Notice to Bidders

Reference Number: 2020-03-49

Project: Franklin County Corrections Center Continuation Phase 2A—Bid Release 3A

The Board of Commissioners, Franklin County, Ohio is seeking bids for Bid Release #3A for all labor and materials to construct the Franklin County Corrections Center following the specifications and procedures in the project manual.

Bid Release # 3A includes: Bid Package #04C Masonry, Bid Package #05D Miscellaneous Steel, Bid Package #07C Roofing & Siding, Bid Package #07D Fireproofing, Bid Package #10B General Trades, and Bid Package #12B Detention Equipment

Each bid package will be a separate contract.

Pre-Bid Conference: December 2, 2020 at 2 pm. Interested parties are to dial +1 773-917-3504 and enter participant passcode 281 939 088#

Bid Date: December 16, 2020 at 2 pm.
Franklin County Purchasing Department
Franklin County Office Tower
373 South High Street, 25th Floor
Columbus, Ohio 43215-6315

Submit All Responses To:

Franklin County Purchasing Department
Franklin County Office Tower
373 South High Street, 25th Floor
Columbus, Ohio 43215-6315

All Questions Should Be Directed To:

All questions must be received in writing on or before December 4, 2020 at 2:00 PM. Direct in writing to Public Facilities Management, Franklin County Office Tower, 373 South High Street, 2nd Floor, Columbus, Ohio 43215-4592. Fax 614-525-3180, or e-mail at PFMConstructionquestions@franklincountyohio.gov. Franklin County will respond to all questions by December 9, 2020.

Board of County Commissioners,
Franklin County, Ohio:
John O'Grady, President
Marilyn Brown, Commissioner
Kevin L. Boyce, Commissioner

[Read the complete bid notice here: 2020-03-49-Ad](#)

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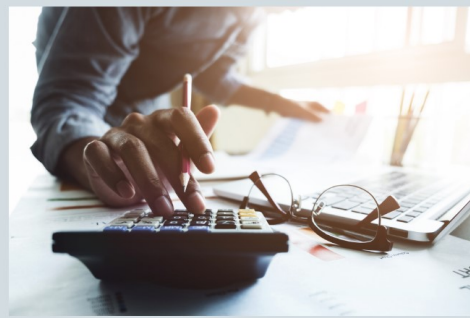


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Loan Forgiveness Options



December 2

1 pm

ohbdc.eventbrite.com

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- Your Wright Resource

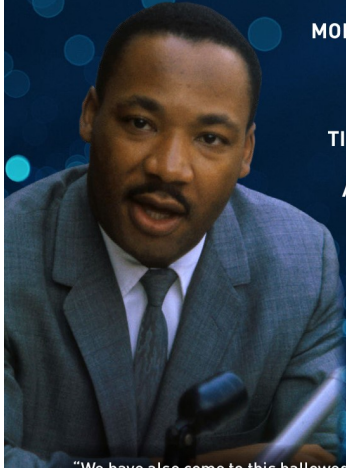
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May we send you some information? Your email address? Phone number? Send me an email: chuck_bolinds@hotmail.com or our **216.479.0290** Cleveland office number. Please contact us!

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VIRTUAL EVENT
THEME: "NOW IS THE TIME"

TICKETS ON SALE NOVEMBER 1, 2020
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KEYNOTE SPEAKER
KARINE JEAN-PIERRE

"We have also come to this hallowed spot to remind America of the fierce urgency of Now. This is no time to engage in the luxury of cooling off or to take the tranquilizing drug of gradualism. Now is the time to make real the promises of democracy. **Now is the time** to rise from the dark and desolate valley of segregation to the sunlit path of racial justice. **Now is the time** to lift our nation from the quicksands of racial injustice to the solid rock of brotherhood. **Now is the time** to make justice a reality for all of God's children."

— Dr. Martin Luther King, Jr., Excerpt from I Have a Dream at the Washington D.C. Civil Rights March 1963



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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 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.

Attend a class and learn how to get your business certified. Visit OHBDC.eventbrite.com for the upcoming class schedule.



*I'd rather go
down in history
as one lone*

Negro who dared to tell the government that it had done a dastardly thing than to save my skin by taking back what I said. - Ida B. Wells

www.OhioMBE.com

Ohio Diversity Network

Wednesday, November 18, 2020 at 9:00am

Columbus Commission on Black Girls – Black Girls Soar Virtual Summit

Thursday, December 3, 2020 at 12:00am

Franklin County Board of Commissioners – Small & Emerging Business Conference

Friday, December 11, 2020 at 8:00am

Cleveland SBA: International Market Access

Monday, January 18, 2021 at 9:00am

MLK Breakfast Committee Inc- 36th Annual Birthday Breakfast



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:

THE CITY OF
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ANDREW J. GINTHER, MAYOR

OFFICE OF DIVERSITY AND INCLUSION



FRANKLIN COUNTY BOARD OF COMMISSIONERS
PRESENTS

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**THE NEXT:
NEW EXPECTATIONS
FOR EXPANDING
ENTREPRENEURSHIP &
ECONOMIC EQUITY**

**SMALL AND EMERGING
BUSINESS CONFERENCE**

**THURSDAY,
DECEMBER 3, 2020**



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#BLACKLIVESMATTER

Breonna Taylor

THE 912 GROUP

Black Holiday Gifts



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