

Ohio's Largest Black-owned Business Newspaper

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Ronda Watson Barber—Publisher/Editor-in-Chief

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

Stop the Violence!

Nominations are open for the OhioMBE Awards

Nominations are open for the 2021 OhioMBE Awards. The OhioMBE Awards recognizes Ohio's Top MBEs, FBEs, Family and Veteran Businesses.

Ohio's premier networking luncheon will recognize the following for their community contributions. **Publisher's Award:** Annie Womack and Roott; **Frank W. Watson Advocate Award:** Jerome Jones (SBA) and Tia Roseboro (City of Columbus); **Media Legend:** Angela Pace; **Top Elected Official:** US Rep Joyce Beatty; **Civil Rights Award:** Bexley H.S. Anti Racism Project, Heath H.S. Students Against Racism, New Albany H.S. NAACP Youth Chapter.



The 2020 OhioMBE Awards was held virtually. We will recognize the 2020 Honorees also. **Economic Empowerment:** City of Columbus Office of Diversity & Inclusion, Park National Bank and Ohio Bankers League. **Publisher's Award:** James Ragland (Columbus Board of Education) and Kenneth Wilson (Franklin County); **Frank W. Watson Advocate Award:** Jilly Nagy-Reynolds (SBA) and Attorney Ambrose Moses; **Legends Award:** Cornelius Green and Dennis Hopson; **Top Legislator:** Emilia Sykes.

The seventh annual awards ceremony will be Thursday, October 28 at the Columbus Zoo & Aquarium. Nominations can be made online at OhioMBEAwards.com. The deadline is Oct. 10.

The OhioMBE Awards Platinum Sponsor is the Columbus Zoo & Aquarium.

Black Lives Matter



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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.

Rep. Miranda recognizes Hispanic Heritage Month

Calls for passage of legislation to create state designation

COLUMBUS— **State Rep. Jessica E. Miranda (D-Forest Park)** Wednesday recognized the first day of Hispanic Heritage Month and called for the passage of House Bill 72, her bipartisan legislation to officially designate this month in Ohio. Currently, the federal government recognizes Sept. 15 through Oct. 15 each year as Hispanic Heritage Month, but there is no official designation at the state level.

“Hispanic Heritage Month is an opportunity to honor and recognize the many contributions the Hispanic population has made to our state and this nation,” said **Rep. Miranda**. “Enacting legislation to formally recognize this in Ohio law is the least we can do to recognize the Hispanic community, and I urge swift passage of H.B. 72.”

H.B. 72 is currently awaiting a vote in the Ohio House State and Local Government Committee.

Questions to ask candidates seeking public office

As small and minority business owners consider asking the following questions to those seeking public office and your vote.

1. What have you done for Black-owned & minority businesses during your career?
2. What do you promise to do for Black-owned & minority businesses if elected?
3. What Black-owned & minority business do you regularly purchase products or services from?
4. Why should Black-owned & minority business owners vote for you?
5. How important is Black-owned & minority business development to the overall Ohio economy?
6. Are minority business set-asides and goals in city/county/state government still important and why?
7. What can the city/county/state do to improve its purchasing with minority businesses?
8. What should minority owned businesses do to get city/county/state contracts?
9. Is there anything else, aside from contracting that the city/county/state can do to assist MBE's?
10. Who are the major contributors to your campaign?



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bid opportunities

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

Franklin County Engineer Upcoming 2021 Construction Projects

Highway Projects

- Eureka Ave, Valley View Dr, Highland Ave, & Harper Ave, **Apr 2021**
- Ormond Ave Drainage Part II, **Apr 2021**

Resurfacing Projects

- 50 E. Mound St Parking Lot, **Apr 2021**
- Franklin County Resurfacing Program, **May 2021**
- Township Resurfacing Program, **May 2021**
- Franklin County Maintenance & Safety Program, **May 2021**

Drainage Projects

- Cook Tri-County Ditch **Oct 2021**
- Kropp Road Drainage Outlet Improvements **Dec 2021**
- 2022 Drainage Maintenance **Nov 2021**

Bridge Projects

- Agler Rd over Alum Creek **Nov 2021**
- Borror Rd over Tributary of Strader Ditch, **May 2021**
- Hoover Rd over Tributary of Grant Run, **May 2021**
- Olentangy River Rd 11.40 & 11.62 Culverts, **Jun 2021**
- Schleppi Rd over Tributary of Rocky Fork Creek, **May 2021**
- 2022 Bridge Maintenance **Nov 2021**

For more information visit

www.franklincountyengineer.org/future-projects/

<https://www.bidexpress.com/businesses/28582/home?agency=true>



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The dates listed above are projected dates to advertise



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>

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Attention Certified MBE/WBE/DBE via DOT, SBA, or Other"

Kokosing is preparing bids for the Southerly Wastewater Treatment Plant S90 Digester Process Expansion project in Columbus, Ohio which bids September 29, 2021. 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: **Concrete Reinforcing, CIP Concrete, Concrete Precast Panels, Masonry, Roofing, Misc. Metal Fabrications, Aluminum Handrails and Railings, Rough Carpentry, Caulking, Hollow Metal Doors and Frames, Painting, Plumbing, HVAC, Electrical, Instrumentation and Controls, Clearing, Asphalt Paving, and Seeding.** Bidding documents can be examined online by emailing Sonja Nichols at snichols@kokosing.biz for the link. Please have your quote Steve Ehret by 12:00 PM September 28, 2021: e-mail sae@kokosing.biz or Fax 614-212-5711.

"Kokosing is an equal opportunity employer."

#bidnotices



Columbus City Schools seeks LEDE vendors

How do I become a Local Economically Disadvantaged Enterprise (LEDE) Vendor with Columbus City Schools?

Your Columbus City Schools Vendor Number allows you to conduct business with the School District.

You must first complete the CCS Vendor Application by visiting: www.columbus.k12.oh.us.

Click VENDORS and complete the On-Line Vendor Registration and provide all pertinent information or by contacting the district's Purchasing Department at: (614) 365-5820.

Once registered as a Vendor with Purchasing, please complete the Local Economically Disadvantaged Enterprise (LEDE) Vendor Affidavit also on the district's website. This form must be Signed and Notarized. You can also contact the Outreach Office at: (614) 365-8732 or outreachservices@columbus.k12.oh.us

bid opportunities

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

INVITATION FOR BIDS CMHA ADMINISTRATIVE BUILDING RENOVATION



COLUMBUS METROPOLITAN HOUSING AUTHORITY

COMMUNITY. COMMITMENT. COLLABORATION.

The Columbus Metropolitan Housing Authority (CMHA) will receive bids from qualified contractors for the CMHA Administrative Building Renovation, 880 E. 11th Avenue, Columbus, Ohio. All bids will be accepted and publicly opened on **Thursday, October 14, 2021 at 11:00 a.m.**, during a virtual bid opening, via Zoom. Any contractor planning to submit a bid must email Chris Belcastro (cbelcastro@cmhanet.com) to obtain link before the bid opening and **no later than 10:00 a.m. on October 14, 2021**. Since the bid opening will be virtual, bids are preferred to be mailed, however, bids will still be accepted if they are dropped off in person before 11:00 a.m. on October 14, 2021, and time stamped. If you plan to drop off your bid, please notify the security officer at the front door of a "BID," and they will time stamp it. A pre-bid meeting is scheduled on **Friday, September 17, 2021 at 1:30 p.m.**, at the address listed above. Contract Documents may be viewed at <https://cmhanet.com/Business/ConstructionContracts>. Bidders may obtain Contract Documents from DC Alpha Graphics, 1254 Courtland Avenue, Columbus, Ohio, 43201 or at www.dcplanroom.com; Phone: 297-1200; Fax: 614-297-1300, starting **Friday, September 10, 2021**, upon receipt of a **refundable company check or money order for \$50.00**, payable to CMHA. Bidders must agree to comply with the 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. Bidders are asked to assist CMHA in meeting their Minority Business Enterprise goal of 20% and Section 3 goal of 10%. A 5% bid bond must be submitted with the bid.

Legal Notice: RFP 2021-008 Telephone System



COLUMBUS METROPOLITAN HOUSING AUTHORITY

COMMUNITY. COMMITMENT. COLLABORATION.

The Columbus Metropolitan Housing Authority is seeking Request for Proposal (RFP) for the procurement of Telephone System. The response deadline is Tuesday October 5, 2021 @ 11:00am. A pre-proposal conference is scheduled for Thursday September 23, 2021 @ 1:30PM and will be held on Zoom. The proposal/zoom information 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.



City of Columbus – Department of Development

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

- **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).

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

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INVITATION TO BID

Truesdell Corporation of Wisconsin, Inc. is an EEO employer who is soliciting quotations from sub-contractors and suppliers for the following project: **ODOT – Project # 210512, Bid Date: 09/30/2021 @ 10:00 AM.**

Soliciting: EROSION CONTROL (PART 1 and 2), EDGE LINE, 6", TYPE 1, APP; LANE LINE, 6", TYPE 1, APP; CENTER LINE, TYPE 1, APP; CHANNELIZING LINE, 12", TYPE 1, APP; TRANSVERSE/DIAGONAL LINE, TYPE 1, APP; LANE REDUCTION ARROW, TYPE 1, APP; DOTTED LINE, 6", TYPE 1; LEO WITH PATROL CAR (PART 1 and 2); REPLACEMENT SIGN; REPLACEMENT DRUM; PORTABLE CHNGBL MESSG SIGN, APP (PART 1 and 2); WORK ZONE LANE and CENTER LINE, CL III, 6", 642 PT; WZ EDGE LINE, CL III, 4", 642 PT; WORK ZONE CH LINE, CL III, 12", 642 PT; WZ DOTTED LINE, CL III, 6", 642 PT; EROSION CONTROL; WET REFLECTIVE EPOXY, EDGE and LANE LINE, 6"; WET REFLECTIVE EPOXY, CHNLZNG LINE, 8"; WET REFLECTIVE EPOXY, CHNLZNG LINE, 12"; WET REFLECTIVE EPOXY, DOTTED LINE, 6"; GROOV 6" RECESSED PVMNT MARK, (ASPH); GROOV 12" RECESSED PVMNT MARK, (ASPH); GROOV 6" RECESSED PVMNT MARK, (CONC); GROOV 8" RECESSED PVMNT MARK, (CONC); GROOV 12" RECESSED PVMNT MARK, (CONC); WORK ZONE MARKING SIGN; MAINTAINING TRAFFIC

Minority Goal: 5% DBE

Estimating Contact: Mac King:
Phone: (602) 437-1711 Fax: (602) 437-1821
estimating@truesdellcorp.com

Quotes are due by 5:00 PM the day before the bid date. We will work with any interested subs to identify opportunities to break items into economically feasible packages. Contact us should you need assistance with obtaining bonding, ins, eq, materials and/or supplies. Please contact us should you need assistance in obtaining the plans, specs or contract requirements for this project. Performance and Payment Bonds may be required for the full amount of the subcontract. Subcontractors will be required to execute Truesdell Corp's Standard Subcontract Agreement. Please fax or email your quotations, Attn: Mac King.

All qualified firms will be fairly evaluated.

Five Sources of Quick Cash for Your Small Business

Even more than being profitable, cash flow is the true barometer of the health and strength of your small business. Getting your business into cash flow-positive territory, however, is much easier said than done.

For a new business owner, managing cash in and cash out can be a daily struggle. It's often a cyclical challenge where the money coming in needs to go immediately back out leading to cash deficits along the way. This can cause strain when it's time to pay vendors, get products to market on time and in just about all other areas of your business.

It's easy to see how cash is your business' lifeblood. Regular cash flow management is your best bet for staying ahead of your financials.

Even with the best planning, however, small businesses can still feel a serious cash crunch now and then. When you need cash fast, there are several routes to consider.

5 Ways to Obtain Cash Quickly

1. **Get Paid Upfront.** Cash flow, much like the term implies, is an ebb and flow of cash coming in and cash going out. When more is going out than coming in, you need a way to break the cycle and give your receivables a chance to catch up.

There are ways to encourage clients and customers to pay upfront for products or services not yet rendered. The simplest and more common method is with a gift card program. Gift cards are an inexpensive way for customers to pay you before any action is necessary on your part. That equates to cash coming in faster and gives you the chance to get cash flow back into positive territory.

2. **Collect Payments Due.** Getting paid upfront is key. Just as crucial is collecting payments from customers when they're due. Not surprisingly, customers aren't going to bang down your door with a check-in their hands. Clients may need a friendly reminder that payment is due.

There are a lot of ways to better ensure customers and clients pay on time. You can shorten your payment terms across the board or do so just for those clients who are chronically slow to pay. Shortening 30-day terms to 15 days, or 60-day terms to 45 days is an acceptable practice that can make a serious dent in a company's cash flow deficit. However you choose to collect payments from customers, clearly communicating the changes along the way will ensure you maintain strong client relationships while better protecting your cash flow.

3. **Slow Your Payments.** As you're evaluating terms for customer payments, take a look at the terms your vendors have in place and find opportunities to slow your payments. Slowing the pace at which cash flows from your business can also help reduce potential cash deficits.

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 *We must cease being participants in our own oppression— Stacey Abrams*

OBDC Certification 101 at the CoC Planroom

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.

OHBC.eventbrite.com

CITY OF COLUMBUS - OFFICE OF DIVERSITY & INCLUSION

INCREASE
Diversity!

Certification Tuesdays - The City of Columbus Office of Diversity and Inclusion series of Certification Tuesdays. Small business owners can stop by the CoC Planroom, 1393 E. Broad Street, and get information from various agencies.

- Sept. 14 - Columbus City Schools & Small Business Administration
- Sept. 21 - City of Columbus and the Small Business Administration
- Sept. 28 - Franklin County & Columbus City Schools
- Oct. 12 - ODOT & City of Columbus

Ohio Bureau of Workers' Compensation and your Small Business - Does your small business need Workers' Compensation? What programs are available for your business.

- Sept. 23

Banking Relationships - How to establish a banking relationship. How my business banker can help my business grow. Local bankers will lead the discussion and offer strategies for growing your banking relationships.

- Sept. 29

increasediversity.eventbrite.com

THE CITY OF
COLUMBUS
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OFFICE OF DIVERSITY
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Ohio Diversity Network

Thursday, September 16, 2021 at 5:30pm
[Licking County Library – Trinity AME Church & African American Community in 1920](#)
Newark

Thursday, September 16, 2021 at 6:00pm
[Ohio SBDC – Business Clinic Series: Business Entities](#)

Saturday, September 18, 2021 at 9:00am
[Columbus NAACP – Get in the Cut](#)
Columbus

Saturday, September 18, 2021 at 12:00pm
[Columbus African Festival](#)
Columbus

Saturday, September 18, 2021 at 1:00pm
[Johnson Chapter #3 Rib Dinner Fundraiser](#)
Columbus

Tuesday, September 21, 2021 at 11:00am
[Increase Diversity: Certification Tuesday](#)
Columbus

Tuesday, September 21, 2021 at 6:00pm
[Ohio SBDC – Social Media Strategy for Small Business: The Plan Before the Post](#)

Thursday, September 23, 2021 at 11:00am
[Increase Diversity: OBWC and your small business](#)

Thursday, September 23, 2021 at 11:30am
[Cleveland SBA – Get Startup Financing](#)

Friday, September 24, 2021 at 11:00am
[NEPA's 1st Annual Black Owned Business Expo](#)
Wilkes-Barre

Tuesday, September 28, 2021 at 11:00am
[Increase Diversity: Certification Tuesday](#)
Columbus

Wednesday, September 29, 2021 at 12:00am
[Central State University Homecoming](#)
Wilberforce

Wednesday, September 29, 2021 at 11:00am
[Increase Diversity: Banking Relationships](#)

Thursday, September 30, 2021 at 6:00pm
[Ohio Small Business Development Center – Business Tax Workshop](#)

Tuesday, October 5, 2021 at 11:00am
[Increase Diversity: Certification Tuesday](#)
Columbus

Tuesday, October 5, 2021 at 11:00am
[Increase Diversity: Certification Tuesday](#)
Columbus

Saturday, October 9, 2021 at 12:00pm
[Columbus Taco Fest 2021](#)
Columbus

Tuesday, October 12, 2021 at 11:00am
[Increase Diversity: Certification Tuesday](#)
Columbus



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From Brand, to Business, and Beyond: NIL Deals are Here

By Ambrose Moses III, Esq.

The game has changed. As of July 1, 2021, any student athlete enrolled in Ohio colleges and universities is allowed to earn compensation from their name, image, and likeness ("NIL").

Pursuant to S.B. 187 and Executive Order 2021-10D, students in Ohio are allowed to obtain professional representation in relation to contracts or legal matters regarding opportunities to earn compensation for use of the student's name, image, or likeness. They will be required to inform their college or university of any contracts



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If a vendor grants you 30-day payment terms, take advantage of those terms and save check writing until the end of that period. You can successfully manage your accounts payable to pay vendors on time and still keep as much of your cash for as long as possible. As long as you're not late in paying a vendor and remain in good standing with strong credit, slowing payments is an effective way to stay in the black.

4. Factoring. Factoring is a less common form of cash flow management for businesses in need of quick cash, but it can be highly effective for those companies who face slow-paying customers or are unable to shorten a customer's payment terms. A business can sell its invoices or other accounts receivables to factoring firms. The factor writes the business a check minus a factor fee giving the business immediate cash in the bank.

Startups can also use factoring as a strategic way to secure cash flow. Most startups don't yet have the credit history needed for certain types of small business loans. Since factors look at the ability of the customer to pay when assessing risk - not at the credit history of the business - factoring can be an easy source of quick cash for a young company.


5. Borrowing from Alternate Sources. When all else fails, borrow cautiously. Many entrepreneurs will borrow from their personal funds before they'll let their business go under. Many experts agree that this is the right move if it means keeping yourself afloat. But, like with everything, there's a right way and a wrong way to borrow. And, as you would with any bank, have a plan to pay yourself back.

If you decide to borrow, start by liquidating inventory, equipment and depositing cash owner equity. If you have a line of credit, meet with your bank and discuss options such as keeping your line open and whether increasing your credit line is an option they're willing to explore.

Take Action & Create a Plan

Getting your hands on cash quickly isn't always easy. The sooner you take action to break the negative cash flow cycle the better. The good news, though, is that there are multiple ways to secure the cash you need to boost your cash flow into positive territory.

Source: www.score.org

 *We black folk, our history and our present being, are a mirror of all the manifold experiences of America. What we want, what we represent, what we endure is what America is. If we black folk perish, America will perish.* - Richard Wright

OhioMBE.com

MBE Ohio 2021 AWARDS

**Recognizing Ohio's Top MBEs,
FBEs, & Family Businesses**

October 28

hosted by the Columbus Zoo & Aquarium
OhioMBEAwards.eventbrite.com

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2021 Honorees

- **Publisher's Award**
 - Annie Womack
 - ROOTT
- **Frank W. Watson Advocate Award**
 - Jerome Jones - SBA
 - Tia Roseboro - City of Columbus
- **Media Legend**
 - Angela Pace
- **Top Elected Official**
 - US Rep. Joyce Beatty
- **Civil Rights Awards**
 - Bexley H.S. Anti Racism Project
 - Heath H.S. Students Against Racism Forum
 - New Albany H.S. NAACP Youth Chapter

2020 Honorees

- **Economic Empowerment**
 - City of Columbus - ODI
 - Park National Bank
 - Ohio Bankers League
- **Publisher's Award**
 - Columbus City School Board Member James Ragland
 - Franklin County Administrator Kenneth Wilson
- **Frank W. Watson Advocate Award**
 - Jill Nagy-Reynolds - SBA
 - Attorney Ambrose Moses
- **Legends Award**
 - Cornelius Green
 - Dennis Hopson
- **Top Legislator**
 - State Rep. Emilia Sykes

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