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

August is Black Business Month

Every August, Black Business Month invites us to champion the more than 3 million Black-owned businesses across the nation. Black Business Month began in 2004 when engineering entrepreneur Frederick E. Jordan partnered with author and historian John William Tempelton to start the annual event.

Black Business Month was created to not only highlight Black-owned businesses in the United States, but to raise awareness of the unique challenges Black entrepreneurs face and to help shape and inform policy decisions that affect these businesses.

While approximately 10 percent of all American businesses are Black-owned, they generate more than \$200 billion in annual revenue and support 3.56 million U.S. jobs. But, Black business owners experience disproportionate hurdles in terms of starting up and successfully turning a profit.

Challenges to obtaining capital are consistently listed as a top concern for Black small business owners. Research shows that Black-owned small businesses receive significantly less funding and have overall less access to capital, which can make starting and sustaining a new business

See Black Business Month on page 3

Cornelius Green to keynote 2022 OhioMBE Awards

Ohio State Football GREAT Cornelius Green will be the keynote speaker at the 2022 OhioMBE Awards. The OhioMBE Awards recognize Ohio's Top MBE, FBE, Veteran, and Family-owned businesses. The OhioMBE Awards will be held on Oct. 27. from 11: 30 to 1 pm. A networking reception will be held from 4:30 to 7 pm.

Cornelius Green is a decorated college football standout at Ohio State under legendary coach Woody Hayes, where he quarterbacked the powerhouse Buckeyes from 1973-1975. Throughout his college career, he earned several awards including OSU Team MVP (1975), Big Ten MVP (1975), and the coveted Rose Bowl MVP (1974). In 1973, he became Ohio State's first Black quarterback in school history.

After college, Mr. Green was drafted by the Dallas Cowboys in 1976, and the Seattle Seahawks in 1977, and then spent time in the Canadian Football League before returning home to Washington, D.C. in 1982 to manage a recreation center.

A Washington, D.C.-native, Cornelius Green, is a coach at St. Albans School. Coach Green, is a former student-athlete who graduated from Dunbar High School.



Green received the OhioMBE Legends Award in 2020. More information about the [OhioMBEAwards](#) is online.



Biden-Harris Administration Awards Record-Breaking \$154.2 Billion in Contracting to Small Businesses

Administrator Isabella Casillas Guzman, head of the U.S. Small Business Administration (SBA) and the voice for America’s 33 million small businesses in President Biden’s Cabinet, announced that the Biden-Harris Administration exceeded its small business federal contracting goal, awarding 27.2 percent or \$154.2 billion in federal contract dollars to small businesses, an \$8 billion increase from the previous fiscal year. The share of contracts going to small businesses equates to 27.2 percent of total federal contracting funds. Combined with \$72 billion in subprime contracting goals, this historic spend has supported over one million jobs in the American economy.

Overall, the federal government exceeded its goal of 23 percent in prime contract dollars and earned an “A” on this year’s government-wide Scorecard. Eleven federal agencies earned an “A+” for their agencies’ achievements in small business contracting, and an additional ten agencies received an “A” grade. SBA sets contracting goals for each agency and works with government buyers to ensure that they prioritize small businesses.

“The Biden-Harris Administration set historic records in small business contracting, including the highest percentage spend to Small Disadvantaged Businesses and growth for our Service-disabled Veteran Small Businesses, which has advanced competition, strengthened local economies, and supported job growth across the nation,” said Administrator Guzman. “By expanding small business opportunities and building equity in federal procurement, we have helped to ensure that federal agencies can fully leverage the extraordinary talent and innovation delivered by our nation’s entrepreneurs. Building on the major procurement reforms announced last year; the SBA will continue to further progress in all federal procurement goals so more entrepreneurs can grow their businesses with government contracts, including those presented by President Biden’s Infrastructure Investment and Jobs Act.”

The individual agency scorecards are released and a detailed explanation of the methodology is available at [SBA.gov](https://www.sba.gov). Highlights include:

- Small Disadvantaged Business (SDB) spending reached 11.0 percent for the first time in history. This achieves the President’s committed increase to SDB contracting one year ahead of schedule.
- Service-disabled Veteran-owned small business spending reached 4.4 percent out of a three percent goal, which represents \$25 billion in procurement and an important \$1 billion spending increase over the prior year.
- Historically Underutilized Business Zone (HUBZone) small businesses received a historic \$14.3 billion in federal contract awards; although the federal government has never met the 3-percent statutory goal, it reached the highest amount awarded to HUBZone businesses in the program’s history.
- Women-owned Small Businesses (WOSB) received more than \$26 billion for the third straight year, translating to 4.6 percent of the FY21 total eligible dollars. The SBA is actively working with contracting agencies to make future progress toward achieving the WOSB goal. For instance, SBA has increased the number of certified firms from approximately 1,000 to nearly 6,000 and expanded the NAICS codes for which women-owned businesses can receive set-aside awards. Now over 92 percent of federal spending is covered by NAICS codes eligible for WOSB set-aside awards.
- The federal government achieved its small business subcontracting goals, awarding 30.9 percent, or \$72 billion, to small-business subcontractors. Women-owned Small Business subcontractors received 5.2% of subcontracts, or \$12.2 billion, exceeding the 5 percent WOSB subcontracting goal.

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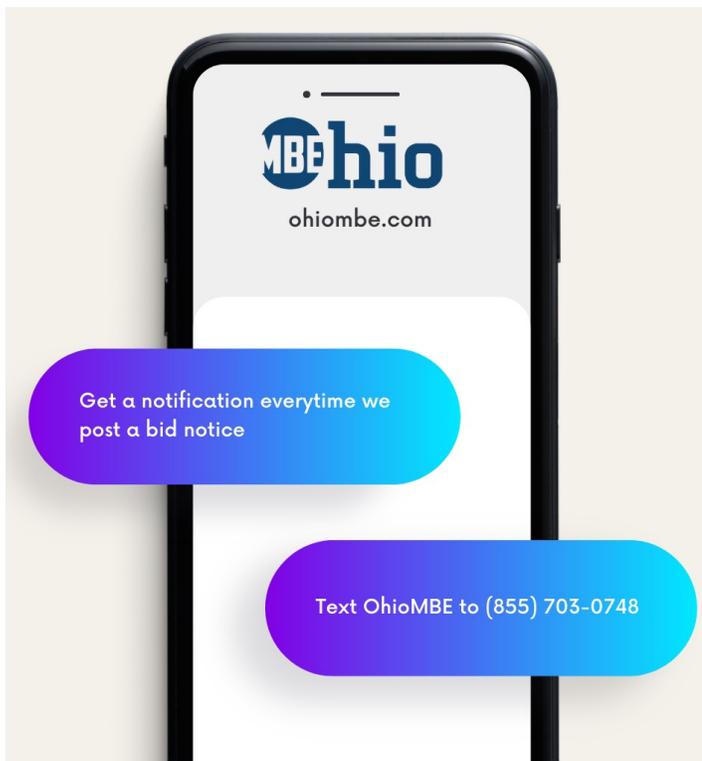
OhioMBE welcomes letters to the editor from readers. Typed letters of 350 words or less are preferred. Each letter must include name, home address and daytime phone number. Some letters may appear on our website.

exceptionally difficult. Black business owners also lack the community mentorship, networking opportunities and general supportive resources compared to non-minority merchants.

Black Business Month helps Black-owned businesses get more patronage and recognition. As consumers, it is vital that we be intentional in our support of Black-owned businesses this month and throughout the year. Support can come in the form of making a purchase, engaging on social media, making referrals and word of mouth.

Sourcing products and services from Black-owned businesses can help stabilize our communities and create more opportunities for everyone – from property ownership and meaningful savings, to credit building and generational wealth. Supporting these businesses is a way to strengthen our local economy by fostering job creation and revenue growth, all while celebrating Black culture.

Source: jumpstartinc.org



**Support
Black
Businesses**

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 up front 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.

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

See Cash on page 5

bid opportunities

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



COLUMBUS METROPOLITAN HOUSING AUTHORITY

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INVITATION FOR BIDS
NEW VILLAGE DECK REPLACEMENT

The Columbus Metropolitan Housing Authority (CMHA) will receive bids from qualified contractors for New Village Deck Replacement, 135 E. 2nd Avenue, Columbus, Ohio. All bids will be accepted and publicly opened on Friday, August 12, 2022, at 11:00 a.m., during a virtual bid opening, via Zoom. The link will be provided 48 hours before the bid opening at <https://cmhanet.com/Business/ConstructionContracts> or email Chris Finney (cfinney@cmhanet.com) to obtain the link before the bid opening and no later than 10:00 a.m. on August 12, 2022. 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 August 12, 2022, and are 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 will be held via Zoom on Monday, July 25, 2022, at 11:00 a.m. Please contact Chris Finney to obtain the link. 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: 614-297-1200; Fax: 614-297-1300, starting Monday, July 18, 2022, 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.



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>



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



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REGIONAL AIRPORT AUTHORITY

Columbus Regional Airport Authority

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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:

www.columbusairports.diversitycompliance.com to register to do business with us and to view new bid opportunities and results.

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

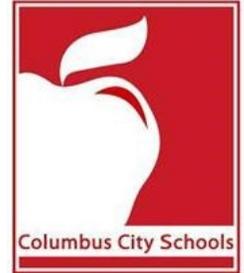
Support Black Media

bid opportunities

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

LEGAL NOTICE SCHOOL BASED HEALTH CLINIC AT FT. HAYES

Sealed bids for the above-referenced project will be received by the BOARD OF EDUCATION, City School District of Columbus, Ohio, Office of Capital Improvements, 889 E. 17th Ave, Columbus OH 43211, until Tuesday, August 16, 2022 at 10:00 a.m. More information can be found on the District's website at <http://www.columbus.k12.oh.us/rfp>. The plans and specifications are on file with Franklin Imaging.



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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.

Source: score.org

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 <https://buytickets.at/the912group/738330> for the upcoming class schedule.

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Cathy R. Holloway
President/Owner

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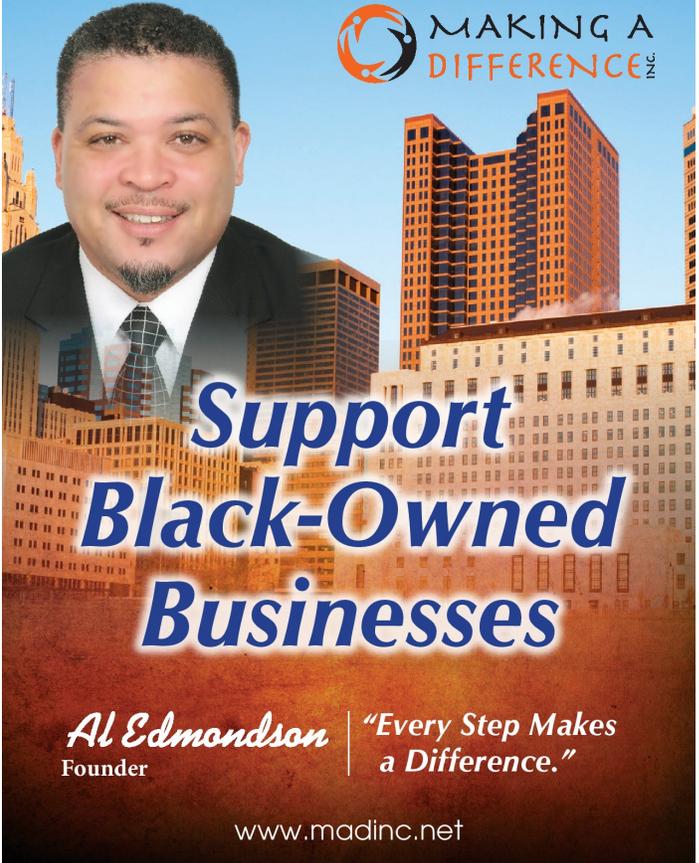
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2022
MBE Ohio AWARDS

Ohio Diversity Network



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Helping you get it done!

OhioCertificationCenter.com



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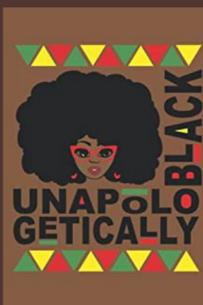
Hosting a business event?

Did you know you can post it on OhioDiversityNetwork.com?

Email: news@ohiombe.com for login information

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Got your Black Card?



The Ohio Black Card and its mobile app have the mission of fostering business between Black-owned companies.

The mobile app features the electronic copy of OhioMBE, a business directory, a list of contracting opportunities, a collection of upcoming events, business resources and a bevy of vendors

who will offer a discount when presented with the Ohio Black Card.

The Ohio Black Card mobile app is available on Google Play and The App Store.

Don't have THE Ohio Black Card? Visit BlackCardOhio.com and get yours. The card is FREE. If you are a business who wants to be an Ohio Black Card vendor, please email news@ohiombe.com

Franklin County Mental Health and Addiction Crisis Center

Small Emerging Business Enterprise (SEBE) In-Person Outreach Pre-Qualification Application Sessions

The Alcohol, Drug and Mental Health Board of Franklin County (ADAMH) is partnering with community stakeholders to address the continuum of crisis care in our community. The cornerstone of this continuum is the development of a new crisis center that will be the central and preferred destination in Franklin County for mental health and addiction crisis needs.

Plan to attend one of the upcoming outreach event to learn about completing and submitting the contractor prequalification application (see attached) for Small Emerging Business Enterprises (SEBE) participation on this construction project.



August 9
August 16

[Register](#)
[Register](#)

August 23
August 30

[Register](#)
[Register](#)

Only 25 slots available per session | 4:00 - 5:00 p.m. (Doors open at 3:45 p.m.)

If you have questions, please contact: Ginger Cunningham, g.cunningham@gingerllc.com
or Marleise Ryan, Marleise.Ryan@franklincountyohio.gov



@ADAMHfranklin



For additional information visit
adamhfranklin.org/crisis-center

August 9 – [Register](#)

August 16 – [Register](#)

August 23 – [Register](#)

August 30 – [Register](#)

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