Minority Business Assistance Center Program

Request for Proposals
Pre-Bid Conference

March 13, 2019
11:00 a.m.
Welcome

Monica L. Womack
Division Manager, Minority Business Development Division
Welcome

Jeffrey L. Johnson
Chief, Minority Business Development Division
Agenda

Minority Business Development Division Team
MBDD Services
MBAC Program Background
Overview: Purpose and Services
Service Regions
Applicant Eligibility
RFP Information
Question-and-Answer Period
RFP Submission
In Review
RFP Next Steps
Minority Business Development Division Team

Jeffrey L. Johnson, Chief
Monica Womack, Division Manager
C. Allen McConnell, Jr., Business Solutions Manager
Natalie Dixon-Burley, Financial Programs Manager
Joseph Brooks, Minority Procurement Coordinator
Quentyn Daniels, Administrative Professional
MBDD Services

Minority Business Assistance Center (MBAC) Program
Minority Business Bonding Program
Minority Business Direct Loan Program
Collateral Enhancement Program (CEP)
Ohio Capital Access Program (OCAP)
Procurement Assistance
House Bill 584 – Minority Contractors Business Assistance Program, now known as the Minority Business Assistance Center (MBAC) program was established in 1980 to provide technical assistance to minority-owned businesses in achieving the State’s 15 percent set-aside law.
Overview:

MBAC Purpose

The MBAC program leverages services and resources available through the Ohio Development Services Agency (ODSA) and third-party resources to help develop and grow Ohio minority-owned, women-owned and socially and economically disadvantaged businesses.

An objective of MBAC is to identify emerging businesses and cultivate their growth and sustainability.

This objective will strengthen the business community, support job creation and help grow Ohio’s economy.
Overview: MBAC Services

Business Training and Advising
Flexible Service Delivery
Entrepreneurial Networking
Reassurance and Support
Assistance with Certification Applications
Financial Package Preparation
Targeted Assistance based on Expertise
# Service Regions

<table>
<thead>
<tr>
<th>Host Region</th>
<th>Counties Serviced</th>
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<tbody>
<tr>
<td>Akron Region</td>
<td>Ashland, Carroll, Harrison, Holmes, Richland, <strong>Stark</strong>, <strong>Summit</strong>, Tuscarawas and Wayne</td>
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<tr>
<td>Cincinnati Region</td>
<td>Adams, Brown, Butler, Clermont, Clinton, Fayette, Gallia, <strong>Hamilton</strong>, Highland, Jackson, Lawrence, Meigs, <strong>Pike</strong>, Ross, <strong>Scioto</strong>, Vinton and Warren</td>
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<tr>
<td>Cleveland Region</td>
<td><strong>Cuyahoga</strong>, Erie, Geauga, Huron, Lake, <strong>Lorain</strong>, Medina, and Portage</td>
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<tr>
<td>Columbus Region</td>
<td><strong>Athens</strong>, Coshocton, Delaware, Fairfield, <strong>Franklin</strong>, Guernsey, Hocking, Knox, Licking, Marion, Morgan, Morrow, Muskingham, Noble, Perry, Pickaway, Union and Washington</td>
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<tr>
<td>Dayton Region</td>
<td>Auglaize, Champaign, Clark, Darke, Greene, Logan, Madison, Mercer, Miami, <strong>Montgomery</strong>, Preble and Shelby</td>
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<tr>
<td>Toledo Region</td>
<td><strong>Allen</strong>, Crawford, <strong>Defiance</strong>, Fulton, Hancock, Hardin, Henry, <strong>Lucas</strong>, Ottawa, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood and Wyandot</td>
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<tr>
<td>Youngstown Region</td>
<td>Ashtabula, Belmont, Columbiana, Jefferson, <strong>Mahoning</strong>, Monroe and <strong>Trumbull</strong></td>
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Applicant Eligibility

• **Entities**
  – The applicant is incorporated as a 501(c)(3) or 501(c)(6) organization under the laws of Ohio or is a municipality, chamber of commerce or public educational institution.

• **Experience**
  – The applicant has been in operation for at least three years or has comparable, documentable business development experience.

• **Capacity**
  – The applicant’s cash match must be equal to or greater than 25 percent of the proposed regional MBAC’s awarded budget.
  – The applicant must demonstrate an ability to provide or add significant value to the minority business community.
Request For Proposal Instructions
Attachment #1 – Key Personnel Worksheet
Attachment #2 – Budget
Attachment #3 – Key Performance Measures
Attachment #4 – Key Performance Measures Definitions
Attachment #5 – Map
Attachment #6 – Letter of Commitment
MBAC RFP: Written Proposal

Cover Page
Executive Summary
Proposed Model and Narratives
Strategic Plan
Host Requirements and Documentation
Attachments (KPM, Budget, etc.)
Documentation of Collaboration (Memoranda of Understanding and/or Letters of Support)
Question-and-Answer Period

Question Submission:
- Email: ohiombac@development.ohio.gov
- Subject: MBAC RFP (proposed region) – Question
- By: 5:00 p.m. March 20, 2019

Answers Posted:
- Posted: March 22, 2019
- Location: mbac.development.ohio.gov
In Review

This is a collaborative process

Service delivery flexibility

Very specific rules on funding side

Reach out to the economic development community within the service delivery region
RFP Next Steps

Q&A Period Ends – March 20, 2019 (5:00 p.m.)
Q&A Answers Posted – March 22, 2019
Responses Due – April 26, 2019 (5:00 p.m.)
Award Notifications – May 15, 2019
Program Year Begins – July 1, 2019
Project Completion – June 30, 2021
RFP Submission

Response Submission:
- Email: ohiombac@development.ohio.gov
- Subject: MBAC RFP – Proposed Region
- By: 5:00 p.m. April 26, 2019

NOTE: Responses received after 5:00 p.m., will not be accepted.