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# Minority Business Assistance Center Program

## Request for Proposals Pre-Bid Conference

**March 13, 2019**

**11:00 a.m.**



Development  
Services Agency

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# Welcome

Monica L. Womack

Division Manager, Minority Business Development  
Division



Minority Business  
Assistance Centers



Development  
Services Agency

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# Welcome

Jeffrey L. Johnson

Chief, Minority Business Development Division

**Ohio**

Minority Business  
Assistance Centers

**Ohio**

Development  
Services Agency

# 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

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# 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

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# MBAC Program Background

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.

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# 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.

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# 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

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

# 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.

# 2020-2021 MBAC RFP

## Documents and Attachments

[mbac.development.ohio.gov](http://mbac.development.ohio.gov)

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

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# 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](mailto: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](http://mbac.development.ohio.gov)

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# 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](mailto: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.**