

CINCINNATI PUBLIC SCHOOLS

SUCCESS STORIES NEWS!

Pamela Mullins, Manager of the Cincinnati Public Schools Department of Supplier Diversity, always stresses networking and relationships as key to building business. Every Supplier Diversity Advisory Meeting, Workshop and all other functions build in introductions and networking time. Mullins emphasizes that, “You and your business can be very qualified as a subcontractor or vendor, but the best pathway to building your business is to personally connect with the decision makers who can purchase your work or with whom you can partner to bid on bigger business opportunities.”

The fruits of the Cincinnati Public Schools (CPS) approach have recently resulted in several success stories of new business won by CPS Supplier Diversity participants. Mullins stresses that everyone, both large and small businesses, Prime Contractors and Subcontractors, men and women, minority and non-minority, is invited to participate in the Supplier Diversity Advisory Committees and Workshops.

SUCCESS NEWS

Crystal Kendrick, owner of The Voice of Your Customer, a company specializing in customer-service training and market research, recently started coming to the Supplier Diversity monthly Advisory Committee meetings. “I met Jeanette Tucker and Monai Smith, who own EVOM, an executive virtual-office management company, John Harrison of Market Direct, a printing company, and Fred Williams of FDS Video productions. We partnered on a proposal to Hamilton County and won the marketing contract for HIP, Hamilton County Property Improvement Program. I have not had an opportunity to work with CPS yet; that’s definitely my intention. I have used the CPS Supplier Diversity meetings to further enhance my business skills because you always learn something. Most importantly, I can identify customers and strategic partners to complete larger projects. I also come to learn about opportunities in the area. So, I have three objectives, and I have achieved two.

“We are in the quoting stage to compete for CPS, state and other county projects. The CPS Supplier Diversity meetings not only introduce

opportunities in CPS, but they also provide training for small businesses as well as the great networking opportunities.” Kendrick is a 2007 Leading Women winner for the category of Management.

Beacon Electrical Contractors recently contracted with another CPS Supplier Diversity business participant, Marilyn Hyland of the Marilyn Hyland Agency, to develop marketing and advertising strategy. Hyland has produced television and radio spots for Beacon and advised on development of the Web site. Joe Mellencamp, President of Beacon said, “I met Marilyn Hyland at the Supplier Diversity meetings. That never would have happened if I didn’t come to these meetings.” Beacon has won several CPS Supplier Diversity “Awards of Excellence.”

Hyland was recognized by Leading Women 2007 as the winner in the category of “Marketing and Sales.” She was nominated by another CPS Supplier Diversity participant, Rhonda Gilliam-Smith, a plumber and doctoral student at Miami University.

CPS SUPPLIER DIVERSITY AWARDS

Pamela Mullins and Michael Allison, Consultant to CPS Supplier Diversity and President of Allison Asset Management, recently received “Special Awards of Appreciation” from Score Chapter 34. Mary Jane Good, Chair of SCORE Chapter 34, said the awards were for their “outstanding work and effort in helping SCORE achieve its objectives of small business development in the Cincinnati Tri-State area.”

“Ms. Mullins and Mr. Allison have been pillars of support to our small business community. Without their support, little could be accomplished in new business growth and opportunity. We are proud to be able to serve with such people in building our area’s small business base that is a cornerstone of our Tristate economy.”

Mullins said, “We are honored by these awards. SCORE 34 recently was named the top performing SCORE Chapter in the United States. SCORE 34 has provided CPS Supplier Diversity with two dedicated resources to counsel businesses who need their services.”

GRADUATIONS CONGRATULATIONS!

Warren R. Foster, Lead Consultant to the CPS Supplier Diversity Department, received his Ph. D. in Urban Educational Leadership from the University of Cincinnati in June. With prior extensive experience in business, Foster says he became interested in the doctoral program in Urban Educational Leadership because he wants to help young people “recognize their potential and maximize their contributions to their families and society.” His dissertation showed that a three-hour workshop can contribute to participant success by increasing their self-efficacy. Academic research suggests persons with higher self-efficacy not only have greater confidence in their ability to perform tasks taught in the workshop, but they also will exert more control over themselves, external situations, their goals and their strategies to obtain those goals.

The CPS Supplier Diversity-P&G-Allied Construction Industries (ACI) CCTSC partnership recently honored seventeen graduates of the nine-month program with a celebration at the Montgomery Inn Boathouse. Each graduate received a one-year membership to ACI, to continue their mentoring and business development.

Recruiting for the CCTSC program, which includes all areas of construction and construction-related businesses from scheduling and estimating to financial management and bidding, is now open. To have your company participate, contact Beverly Holland at 513.363.0474.

YOU ARE INVITED

Kicking off the new school year is a Supplier Diversity workshop on July 11 from 4 to 7 p.m., Room 1A, at the CPS Education Center, 2651 Burnet Avenue. Lawrence Hawkins Jr., consultant to the KLEW Company, will present “Knowing When to Outsource.” Mullins said, “This is an opportunity for businesses to learn how to save dollars and operate more efficiently. Particularly, businesses need to decide, ‘Is it better to maintain resources in-house or to get them through contracted services and even contracted manufacturing.’ Some businesses are joining together to form a LLC to perform bigger projects. We want to give businesses other ways of thinking of how they can be successful. That’s the bottom line.” Call Beverly Holland at 513.363.0474 to R.S.V.P. The workshop is free and open to the public.