

# State of Ohio Sets Record for Buying from Minority-Owned Businesses

## State Exceeds Commitment of 15% Set Aside

Ohio is strongest when as many Ohioans as possible have an opportunity to share in our state's growing economic strength. The same is true for the way state government sources the goods and services it needs to carry out its mission serving Ohioans. The harder state government works to secure the best value for what it purchases, from the widest possible range of suppliers, the better it is for taxpayers and the better it is for Ohio.

One way that Ohio does this is through the Minority Business Enterprise (MBE) program, which seeks to expand options for state purchasing by encouraging minority-owned businesses both small and large to do business with the state and by directing state agencies to source a portion of their goods and services from minority-owned vendors.

**Agencies, boards and commissions spent a greater proportion of MBE-eligible expenditures with MBE-certified businesses than ever before – surpassing the 15 percent MBE goal for the first time in history.**

- In Fiscal Year 2015, agencies, boards and commissions set aside 17.21 percent of their MBE-eligible expenditures for certified businesses.
- Another 2.20 percent was spent with certified businesses through open-market purchases.

**The State of Ohio spent more money with MBE-certified businesses than ever before.**

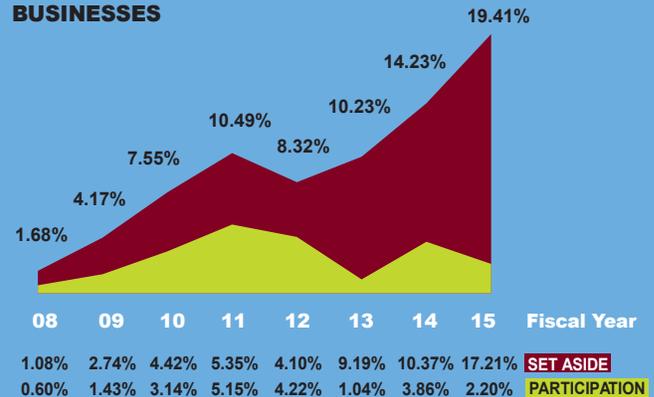
- 228.5 million spent in Fiscal Year 2015 (This includes spending set aside specifically for MBE-certified businesses which won contracts through open bidding.)
- This is an increase from \$165 million in Fiscal Year 2014 and from \$27 million in Fiscal Year 2008.

**More MBE-certified businesses did work for the State of Ohio than ever before.**

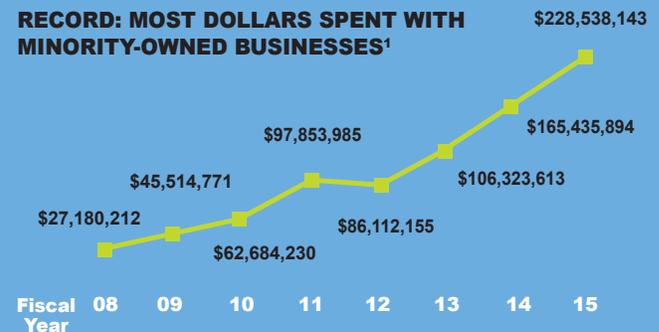
- 325 businesses in Fiscal Year 2015 (up from 282 businesses in Fiscal Year 2014 and 168 in Fiscal Year 2008.)

Since 2011, the state has made steady progress in expanding its base of suppliers by identifying minority businesses and encouraging them to work with the state to supply the goods and services it needs. As a result, during Fiscal Year 2015, a total of 17.21 percent of the state's purchases for goods and services (agencies, boards and commissions, combined) were set aside for MBE-certified businesses – the first time in the program's 35-year history that the state met its 15 percent MBE goal.

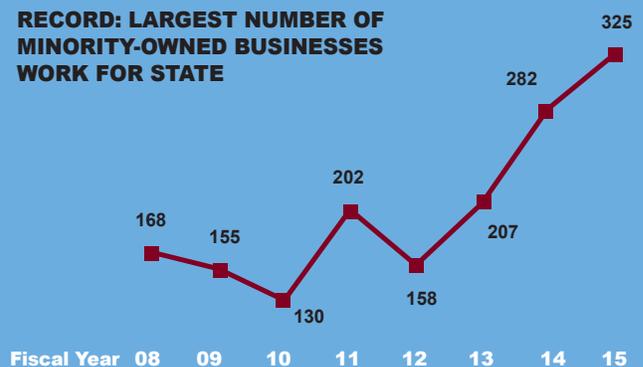
**RECORD: PERCENTAGE OF EXPENDITURES THE STATE SPENT WITH MBE-CERTIFIED BUSINESSES**



**RECORD: MOST DOLLARS SPENT WITH MINORITY-OWNED BUSINESSES<sup>1</sup>**

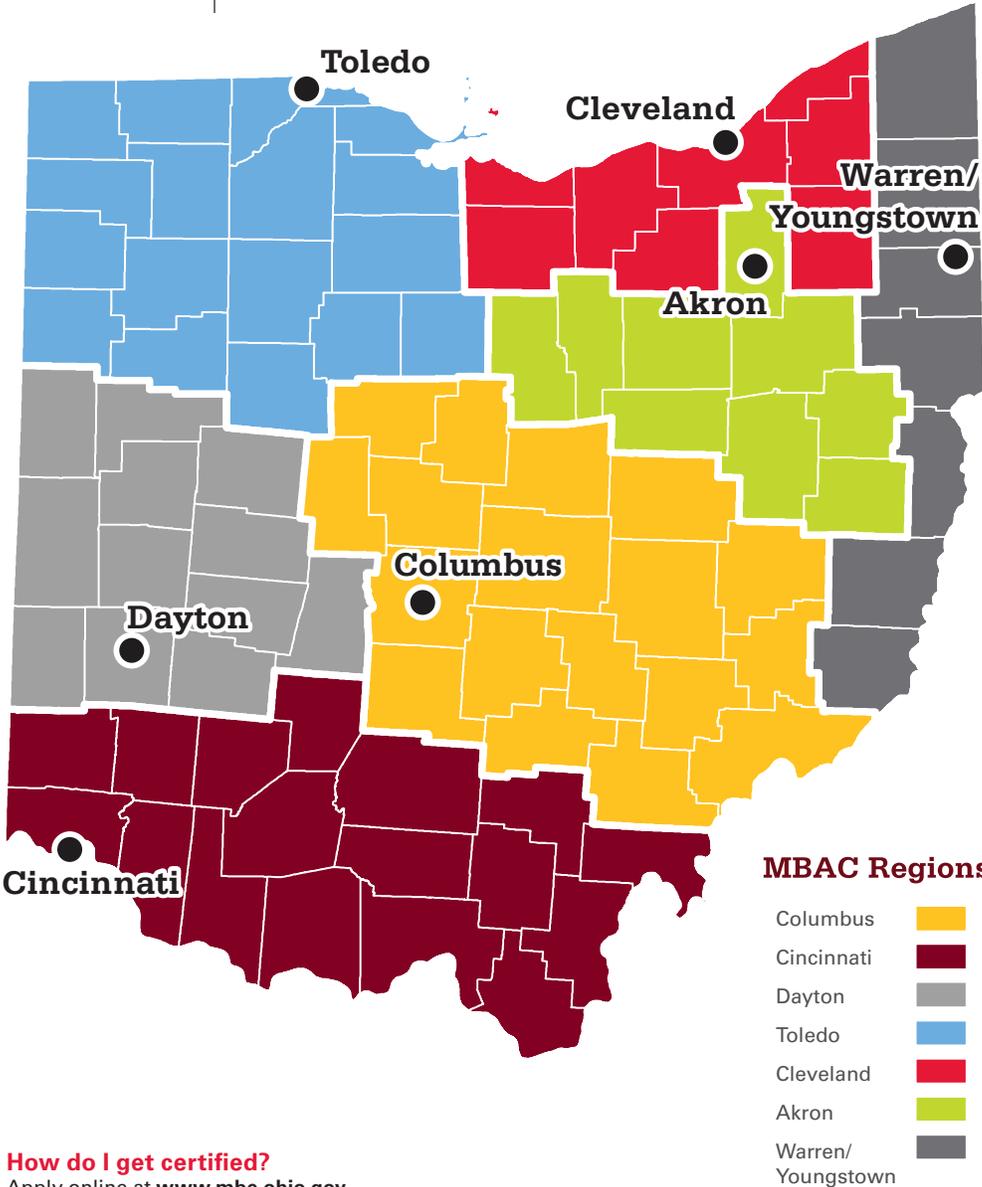


**RECORD: LARGEST NUMBER OF MINORITY-OWNED BUSINESSES WORK FOR STATE**





# Minority Business Assistance Centers



**How do I get certified?**  
 Apply online at [www.mbe.ohio.gov](http://www.mbe.ohio.gov)

**Do I have to be certified to do business with the state?**  
 No. Most state contracts are available to any qualified vendor. Being certified as a minority-owned business means you can compete for contracts which have been designated as "set aside"; meaning they can only be bid on by certified minority-owned businesses. If you have a certified, minority-owned business, there are programs available to grow your small business by providing access to capital or increased bonding capacity.

### Glossary:

- Minority-owned business enterprise (MBE):** A company must be owned and controlled at least 51% and for more than a year by an Ohio resident and U.S. citizen who belongs to one of the following ethnic groups: African American, Asian, Hispanic or Native American.
- Set aside:** State contracts for goods or services which are only available for bidding by certified minority-owned businesses.
- Participation:** When a minority-owned business wins a contract with the state through a bidding process open to any vendor.

### To get help with certification:

**Columbus**  
 Jennifer (Averi) Frost, Director  
**Central Ohio Minority Business Association**  
 1393 East Broad St., 2nd Floor  
 Columbus, Ohio 43205  
 (614) 252-8005  
[jfrost@comba.com](mailto:jfrost@comba.com)

**Cincinnati**  
 Anthony Barwick, Director  
**African American Chamber – Greater Cincinnati/Northern Kentucky**  
 2945 Gilbert Ave.  
 Cincinnati, Ohio 45206  
 (513) 751-9900  
[anthony@african-americanchamber.com](mailto:anthony@african-americanchamber.com)

**Dayton**  
 Donerik Black, Director  
**City of Dayton c/o Human Relations Council**  
 371 West Second St., Suite 100  
 Dayton, Ohio 45402  
 (937) 333-1033  
[donerik.black@daytonohio.gov](mailto:donerik.black@daytonohio.gov)

**Toledo**  
 Portia Ash, Director  
**University of Toledo**  
 2145 East Scott Park Drive  
 Faculty Annex Building  
 Toledo, Ohio 43607  
 (419) 530-3345  
[portia.ash@utoledo.edu](mailto:portia.ash@utoledo.edu)

**Cleveland**  
 Darrell Johnson, Director  
**Urban League of Greater Cleveland**  
 2930 Prospect Ave.  
 Cleveland, Ohio 44115  
 (216) 622-0999 x210  
[djohnson@ulcleveland.org](mailto:djohnson@ulcleveland.org)

**Akron**  
 Kimberly A. Irvin-Lee, Director  
**Akron Urban League**  
 440 Vernon Odom Blvd.  
 Akron, Ohio 44307  
 (234) 542-4145  
[klee@akronurbanleague.org](mailto:klee@akronurbanleague.org)

**Warren/Youngstown**  
 Cleveland Burton, Director  
**Greater Warren-Youngstown Urban League**  
 290 West Market Street  
 Warren, Ohio 44481-1025  
 (330) 394-4316 x108  
[cburton@wyul.org](mailto:cburton@wyul.org)