Last week, Merchandise Mart Properties, Inc., (MMPI) with Turner Construction, Cuyahoga County, and Minority Business Solutions (MBS), hosted an SBE Outreach Event at Public Auditorium with more than 200 potential SBE contractors in attendance.

By JAMES W. Wade III
Staff Reporter

Last week, Merchandise Mart Properties, Inc., (MMPI) with Turner Construction, Cuyahoga County, and Minority Business Solutions (MBS), hosted an SBE Outreach Event at Public Auditorium with more than 200 potential SBE contractors in attendance.

Lloyd Davidson and Dave Johnson spoke on behalf of MMPI's long-standing commitment to diversity, inclusion, and opportunity.

Marty Burgwinkle, Mark Dent, and Dave Gruver from Turner Construction provided in-depth information regarding upcoming bids, deadlines, and the names of prime and potential prime contractors. Lenora Lockett, the County's Director of Procurement and Diversity, also provided information on the County's SBE certification program.

Following the presentations, prime and potential prime contractors, along with Turner, MMPI, and Cuyahoga County, welcomed potential SBE contractors at 20 working tables to set appointments, collect information, and create business partnerships.

The mood for the entire event was upbeat, cooperative, business-like, and congenial.

Minority Business Solutions, Inc. is a professional diversity-consulting firm headquartered in Cleveland, Ohio. They assist clients in three main areas: diversity program design, monitoring and compliance services, and referral services. While each service operates as a field of its own, all are interrelated. MBS provide clients with a broad scope of professional and technical assistance.

"Our management team has collectively over 60 years of business experience from a multitude of perspectives, such as managers, business owners, and business development consultants," said MBS President & CEO Arlene Anderson.

The $455 million project will be the world's only facility that is targeted specifically to the medical

and healthcare industries. It will be a comprehensive marketplace that combines targeted showrooms with a Class A exhibition hall and state-of-the-art conference facilities tailored to meet the needs of the medical community.

“It’s the first of its kind to combine perfect showrooms with what we call temporary exhibit space for conventions, conferences, trade shows, and events for the medical profession,” said David Johnson, public relations director.

Industry projections provide an optimistic outlook for the construction industry in Ohio as well as the Cleveland metropolitan area. According to the Ohio Bureau of Labor Market Information, construction employment is projected to increase by 9.3 percent statewide, respectively, by the year 2016, surpassing the statewide growth of 5 percent. With many construction projects underway such as the Cleveland Metropolitan School District, Art Museum, Medical Mart, Cleveland Clinic Foundation and University Hospitals, owners are challenged to meet minority participation objectives. In response, Minority Business Solutions, Inc. provides strategic business development and training to ease the challenge of locating qualified minority contractors.

Minority Business Solutions, Inc. marketing efforts are directed toward major corporations and small business owners; 1. Private and public entities interested in developing goal-oriented initiatives to increase minority participation. 2. Individuals who need to formally establish their business and become tax-paying entities thus transforming them into business owners and then employers. 3. Small companies who are growing and need technical assistance to advance.

We accomplish this by building strong ties in the community with organizations and firms with similar objectives such as: Contractors Employers Association, National Association of Women in Construction, Cuyahoga Community College, Norman S. Minor Bar Association, University Hospitals, NAACP, Greater Cleveland Partnership, Case Western Reserve University, City of Cleveland and various Majority & Minority Construction Companies.

For more information about doing business with the Medical Mart project contact MBS at 16400 Miles Avenue, Cleveland. (216) 283-0707.