

## Minority Business Enterprise Center

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### *Increase Your Business Opportunities!*

The PA Minority Business Enterprise Center (PAMBEC) is committed to accelerating the growth and development of minority-owned enterprises. PAMBEC does so by providing a number of services to include Consulting, Contract Procurement, and Access to Capital/Funding.

### *News Highlights*

#### **d-BizConnect - Opportunities for Minority Business Growth Through Comprehensive National Database**

*d-BizConnect (Diversity Business Connection)*: Fall of 2008 highlights the launching of d-BizConnect; an initiative focused on assisting minority business enterprises (MBE) with increasing their opportunities for growth and success in the private and public sectors. A vital component of this initiative is the comprehensive national database, which will be utilized to match MBE's with contracting opportunities available throughout the country. Public and private companies will have the capability, through paid subscription, to search the database for key information on MBE's such as years in operation, certifications, previous projects, number of employees, etc. **If you are an MBE interested in adding your company to the database, please submit the following information to [info@pa-mbec.com](mailto:info@pa-mbec.com): Company Name; Certifications (i.e. MBE, WBE, etc); Products/Services; NAICS Codes; Name; Phone; Fax; Email; Company Address. If you are interested in subscribing to the database, please call 215- 895-4032.** To read more about d-BizConnect go to <http://www.bizjournals.com/philadelphia/stories/2008/12/08/story10.html>

*(Copy and paste link in search bar).*

#### **University Purchasing Initiative – MBE Access to Contracting Opportunities with Local Universities**

The University Purchasing Initiative (UPI) is a diversity supplier development partnership between the Pennsylvania Minority Business Enterprise Center (PAMBEC), and local Philadelphia based universities. Developed by Penn and Drexel, and managed by PAMBEC, UPI member institutions currently include the University of Pennsylvania, Drexel University, Community College of Philadelphia, and a few other well known institutions in the Philadelphia region. UPI is an initiative focused on maximizing exposure of minority businesses to contracting opportunities with, not only higher education member institutions, but private sector, health care, government and other contracting entities with whom they would not have otherwise been able to access. If you are a minority business owner and would like more information on registering for the University Purchasing Initiative, please visit our website at [www.pa-mbec.com](http://www.pa-mbec.com) or you may contact our office at 215-895-4037 or [info@pa-mbec.com](mailto:info@pa-mbec.com).

**...From the Director**

by Jackie Hill

**Is it the *Best of Times* or *Worst of Times*?**

*It was the best of times; it was the worst of times....* Charles Dickens, *A Tale of Two Cities*, English Novelist (1812-1870)

It will always be the best of times and the worst of times, always. While someone is amassing millions, someone else is starving; while someone is on top of the world, someone else is on the bottom. During these tough economic times, several thousand people will become millionaires; they will find a need in the market place and fill it. Others will innovate by introducing new things to the world that we never thought possible. Where are you in this equation?--Will you innovate, fill a need, or..... die?

As a business owner, you have many new concerns due to the current state of the economy. However, this is an opportunity to re-evaluate your business! What is working? What is not working? What had you planned to eliminate, but never found the time? NOW is the time! Instead of going into the crisis mode of "group think," step back and evaluate your current business model. Engage others, your customers, employees, accountant, and attorney; anyone who can provide you with useful information in navigating the current environment.

In the February issue of *Black Enterprise*, an article entitled, "Reinvent Yourself by Firing Yourself," written by Earl "Butch" Graves, Jr., outlines a strategy for bringing objectivity to your business. He states that this powerful strategy will *reinvent and reinvigorate* your business. In his example, the CEO became a turnaround artist that made hard choices—cutting 30% of her staff, changing her marketing approach, and revising poor investment decisions. These efforts lead to the best performance of the company's history.

So I ask the question—Is this an opportunity, even though we are in the midst of a financial crisis? What can you do beside knuckle down and wait?---Plenty!!! I am sure you have already begun the process of eliminating any wasteful spending; that is the easy part. Evaluating your operations and systems is another matter. What are you currently doing in your operations that can be changed or improved? Are you using technology to better manage business operations, customers, staff, and other key business functions? In a study entitled, "Can Expanding the Use of Computers Improve the Performance of Small Minority and Women-Owned Enterprises," conducted by Urban Institute, the following results were returned:

- Using computers for more business functions and/or more intensively business function raises the productivity and the profitability of small MWEs. Moving businesses from the bottom to the top third of computer users raises productivity by about 41% and profitability by 49%.
- Extrapolating the gains in value added per worker to all small MWEs in the nation suggests an increase in potential output of between \$100 billion and \$200 billion per year.

Minority businesses could generate another \$2 billion with better utilization of technology. What operations are you performing that should be computerized, instead of paying high priced labor to perform? Initial technology investments can be costly, however, if efficiency, productivity, and profits rise, isn't it worth the investment? (*The Urban Institute Study can be found at <http://www.urban.org/url.cfm?ID=310971>*)

What about expanding the products and services that you provide? There may be some products or services that you provide to clients that add value, but may not have been previously considered as "opportunity areas." Now, may be the time to systemize these products and services for a fee; ***every revenue stream matters***. Are there low-cost areas of need in the market place, that only you can provide, thus creating new market opportunities? Now is the time to implore your best thinking; that same ingenuity that made you a success in the first place. Remember when you started?—all you had was a vision of where you were going to take your business. ***Welcome to your second launch —but this time you have a lot more going for you—and a lot more to lose.***

We at the Pennsylvania Minority Business **Enterprise** Center offer a range of services to support the growth of your business. In these uncharted waters, we recommend that you develop a "Steering Plan" for your business. A "Steering Plan" is a short-time plan that allows for maximum control over your business operations, while allowing flexibility to pursue "opportunity areas."

Contact us for more information about the "Steering Plan."- ***We look forward to assisting you in growing your business into the best of times!***

## **\$\$Success Spotlight\$\$: TELROSE CORP.**

**TELROSE CORP** – Telrose Corp. is a minority-owned office products supplier, founded in West Philadelphia in 1995. As a result of company positioning through the Pennsylvania Minority Business Enterprise Center (PA-MBEC), and The Diversity Supplier Development Program, Telrose Corp. has received contracts with area universities, totaling approximately \$50 million. Telrose Corp. President and CEO, Mr. Todd Rose stated that his goal is to, “grow beyond the borders of this region and become national...” It appears that Telrose Corp. is well on its way! Click on link for full article - <http://philadelphia.bizjournals.com/philadelphia/stories/2008/04/21/story1.html>

## *Networking and Events*

### **CONGRESSIONAL STAFF LUNCHEON**

Wednesday, February 24, 2009  
11:30a-12:00p – Registration/Networking  
12:00p-12:30p – Program  
For more info or to register go to:  
[www.greatherphilachamber.com](http://www.greatherphilachamber.com)

### **FINDING OPPORTUNITY IN A VOLATILE MARKET**

Tuesday, February 24, 2009  
8:00a-8:30a – Registration/Breakfast  
8:30a-10:30a – Program  
For more info or to register go to  
[www.greaterphilachamber.com](http://www.greaterphilachamber.com)

### **CITY OF PHILADELPHIA- CONTRACTOR CONNECTIONS**

Wednesday, February 25, 2009  
4:00-6:00p  
Questions and registration info, please email Elliot Gold at [Elliot.gold@phila.gov](mailto:Elliot.gold@phila.gov)  
By no later than Friday, February 13th

### **RUNNING ON EMPTY: MAKE A LITTLE GO A LONG WAY**

Thursday, February 26, 2009  
5:30-6:15p – Panel  
6:15-7:00p – Breakout Discussion  
7:00-7:30p Networking Reception  
Visit [www.innovationphiladelphia.com](http://www.innovationphiladelphia.com) for info and to register.

### **SUPPLIER NETWORK SPRING SERIES: TRAIN, NETWORK, MARKET**

Wednesdays at the Chamber  
March 11, 18, 25 – Instruction  
8:00a-12:30p  
April 1 – Networking 8:00a-11:00a  
For more info please call 215-790-3623

### **GREATER PHILADELPHIA CHAMBER OF COMMERCE ANNUAL PENNSYLVANIA LEGISLATIVE RECEPTION**

Monday, May 4, 2009  
5:00-7:00p  
For more info and to register please call  
Pamela Sarne McCormick 215-790-3612

### **GREATER PHILADELPHIA CHAMBER OF COMMERCE PROCUREMENT PIPELINE EVENT**

Wednesday, June 17, 2009  
For more info please call Brynn  
Primavera at 215-545-1234

## **CONTRACTING OPPORTUNITIES WITH LOCAL UNIVERSITIES**

### **Meet One-on-One with Purchasing Directors**

**University  
Purchasing Forum  
Wednesday,  
March 25, 2009**

We are currently seeking qualified companies to participate in a University Purchasing Forum.

**You will be given the opportunity to meet one-on-one with Purchasing Directors of major universities to discuss upcoming business opportunities.**

If you are interested in participating, please contact [agoodwell@pa-mbec.com](mailto:agoodwell@pa-mbec.com) or 215-895-4037 for registration information

*Space is limited!*

## ***Contracting Opportunities***

**Philadelphia Housing Authority: Solicitation No. P-003731 – General Cleanout Services for Vacant Residential Units – Open Continuously**  
Contact: Paul Shifka; 12 South 23<sup>rd</sup> Street, 5<sup>th</sup> Floor;  
Philadelphia, PA 19103; 215-684-8746;  
Email: [paul.shiffka@pha.phila.gov](mailto:paul.shiffka@pha.phila.gov)

**Warminster Station & Lansdale Substation Roof Replacement (09-02-JHC)**  
Pre-bid Meeting: Tuesday, February 17<sup>th</sup>, @ 10:00a  
1234 Market St., Room 12B, 12<sup>th</sup> Flr.,  
Philadelphia, PA  
Contact: E.J. Bongard at 215-580-7065

**Philadelphia Industrial Development Corporation Construction of a Streetscape Project, including Curb and Sidewalk**  
Est. Bid Date: April, 2009  
Contact: Monica Trudeau; 2600 Centre Square West, Suite 2600; Philadelphia, PA 19102;  
Email: [Mtrudeau@PIDC-PA.org](mailto:Mtrudeau@PIDC-PA.org)

**The African-American Museum in Philadelphia Capital Improvements Project to include Renovations to Gallery I and II, Auditorium, Toilet Rooms, Lighting, Painting, Security, Streetscaping and Construction of Door Vestibule**  
General Contractors Only  
Contact: Maleda Berhane/Jonathan Mitchell  
Concordis Key Advisors; 1835 Market Street, Suite 101; Philadelphia, PA 19103; 215-569-1225;  
Email: [mberhane@concordiskey.com](mailto:mberhane@concordiskey.com)

## ***Resources, Readings & Links***

[www.mbda.gov](http://www.mbda.gov) – Federal Agency Promoting Growth of Ethnic Minority Business

[www.innovationphiladelphia.com](http://www.innovationphiladelphia.com) – Economic Development Organization in Greater Philadelphia

[www.911marketinghelp.com](http://www.911marketinghelp.com) – Marketing Tips and Advice.

[www.womenentrepreneur.com](http://www.womenentrepreneur.com) – Issues and Topics Specific to Women Entrepreneurs.

[www.theenterprisecenter.com](http://www.theenterprisecenter.com) - Provides Access to Capital, Building Capacity, Business Education and Economic Development Opportunities.

[www.pa-mbec.com](http://www.pa-mbec.com) – Provides Access to Capital, Building Capacity and Contract Opportunities for Minority, Woman, Disadvantaged and Veteran Owned Businesses.

## **HOST YOUR NEXT EVENT AT THE ENTERPRISE CENTER!!!**

The Enterprise Center, home of the American Bandstand Studio routinely hosts business and event gatherings. Located at 46th and Market Streets, our facility benefits from close access to SEPTA mass transit and can also provide free parking in our private, gated parking lots. We can support a whole host of events including cocktail parties, exhibits, business meetings, classes, wedding receptions and more.

**Contact our Special Events Manager, Carissa Jones** at 215-895-4016 or [carissaj@theenterprisecenter.com](mailto:carissaj@theenterprisecenter.com) for more information.



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**Support us as we meet the critical needs of minority entrepreneurs and their communities!**  
**Make a donation to TEC at <http://www.theenterprisecenter.com/donate.php>**