

**Thank you for your interest in doing business with the City of Richmond, Virginia!**

**Rita Henderson, OMBD Director**

## Office of Minority Business Development

# Fall News Flash

Vol. 1, No. 2

(804) 646-5947

### **Philip Morris USA Center for Research and Technology**

The construction of Philip Morris USA's Center for Research and Technology is progressing: the parking deck is complete and available for contractor use, major service equipment is arriving for the central utility plant, and the entire project is on schedule for a June 2007 completion.

Philip Morris USA and its general contractor

Hourigan Construction Corp., as evidence of its commitment to supplier diversity development, established an advisory panel to help with the development of pre-qualification criteria for the selection process. Rita Henderson, OMBD's director, serves as the City liaison on the advisory panel.

The project has 38 percent Minority and Women Business Enterprise participating. Post construction opportunities will be handled through normal channels in the Philip Morris USA purchasing department. For a copy of PMUSA's report, contact the OMBD office.



## Hilton Hotel Project Update

As of Sept 12, 2006, the Office of Minority Business Development (OMBD) screened and forwarded 13 pre-qualification forms and/or resumes from interested businesses to ECI Development Services and the Whiting-Turner Contracting Company for consideration.

OMBD is still accepting resumes and forms from businesses interested in working on the project and will be doing so through Nov. 1, 2006.

ECI and Whiting-Turner are currently finalizing cost/scheduling and design plans for this project and will focus on identifying contractors in early November. Businesses interested in pre-qualifying should contact the OMBD office.



Miller & Rhoads is set to be a Hilton Hotel

## Business Resource Center now open

The Office of Minority Business Development's new Business Resource Center is now open on the 9th floor of City Hall. Information is available for individuals and businesses at all stages of development, including resources to help with starting, financing, growing, and marketing businesses.

The Resource Center is equipped with computers with Internet access for research and a large number of DVDs, books, pamphlets, and other literature that have valuable information for businesses.



Jewel Ragsdale, owner of Classic Calendar Co., uses the Center's computer for marketing, financing and networking guidance.

### OMBD Values

- We believe in functioning with honesty and integrity, upholding the highest work ethic.
- We are dedicated to helping the business community.
- We make every effort to delivery quality customer service.
- We strive for creativity and innovation.
- We embrace self-improvement and maintain a quality workforce.

## Mayor has new electronic newsletter

"Visions" is the new electronic newsletter from Mayor L. Douglas Wilder that addresses current issues affecting the city and its residents. The goal of the publication is to keep citizens informed on the direction in which the city is headed.

The Mayor encourages individuals to share information from the newsletter, published every two weeks, with

friends and other citizens. Anyone can access it on the City's Web site at [www.RichmondGov.com](http://www.RichmondGov.com).

To receive future issues directly to your email, sign up for a MyRichmond Gov.com user account.



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## Business Opportunities

OMBD is targeting several areas of business opportunities where minorities are able to expand or start businesses.

Target areas are: electrical equipment, fencing and gates, fluid applied flooring, insect control equipment, joint sealants, laundry equipment, skylights, traffic coating, waterproofing and sealants, and window treatment.

## OMBD Business Directory

Access to the OMBD Business Directory is available on the City of Richmond Web site at [www.RichmondGov.com](http://www.RichmondGov.com). Follow this sequence:

Click on I AM and then A BUSINESS. From the available list, choose CITY HALL ONLINE and look for the link MBE BUSINESS DIRECTORY.

## Upcoming Seminars

**Topic:**

How to Start and Grow Your Business in the City of Richmond

**Date:**

Oct. 12, 2006, 4- 6 p.m.

**Location:**

Virginia Union University,  
room 203

**Guest Speakers:**

Kevin Brown, Capital Source; Eric Coy and LizBeth Coker, City of Richmond; Linda Hawkins, Internal Revenue Service; Bob McLoon, Small Business Administration

**Contact:** My Lan Tran, OMBD program manager, 646-6046  
*Se habla espanol*

## Office of Minority Business Development

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