



MINORITY BUSINESS ^EQUARTERLY

Meet the new City of Virginia Beach Minority Business Council Leadership Team

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Ms. Olga Torres, MBC Chair

Ms. Torres resides in Virginia Beach, Virginia, and is a Senior Marketing Consultant at La Selecta Radio 103.3 FM / WXXX 1050 AM, Hampton Roads Hispanic music stations. She also offers Spanish/English Interpreting and Translation, and Business Consulting services through her Taina Consulting business. Additionally, she is a business partner at Dragonfly Latina Productions, promoting events and causes for Latina women. Her broad work experience within the Hispanic community enables her to be a great asset her current employer and clients.



Damen Watson, MBC Vice Chair

Damen began his financial career in the heart of Wall Street, serving as a trader on the New York Stock Exchange. The experience was provoking and led him to look outside those walls and invest in a small business within the beverage industry. In 2013, Damen found what he was looking for within the Philleo & Holladay Wealth Management Group of Wells Fargo Advisors, after two years with Merrill Lynch. He made his move because he wanted to help people and be a part of the traditions of this unique team.



Mr. Ed Hopper, MBC Financial Counselor

Ed Hopper is the CEO and founder of ALTOR Processing Systems INC. His company was founded in 1999. ALTOR is a full-service provider that focuses on helping businesses with all forms of credit card, debit card, gift card, and check processing. Mr. Hopper has been in Marketing, Sales and Service for over 26 years. He has been in the credit card processing industry since 1995. Mr. Hopper has been with EMS as an EMT and Teacher (Proctor) since 2013. He is currently a member of the Virginia Beach Volunteer Rescue Squad (VBVRS) station 14. He also serves as a Sergeant for The Virginia Beach Lifesaving Service at the oceanfront during the summer.



Ms. Frances Knight Thompson, MBC

Frances Knight Thompson was educated in the Chesapeake Public Schools and is a graduate of Hampton University, where she received a Bachelor of Science degree in Music Education. She also holds a Master of Science in Education degree in Guidance and Counseling from Old Dominion University and an Endorsement in Gifted Education from the University of Virginia. Mrs. Thompson began her career as an elementary school music teacher with Virginia Beach City Public Schools and taught for 15 years. She continued her career with VBCPS as an Elementary School Counselor for another 15 years. Mrs. Thompson retired in 2014 from VBCPS after more than 40 years of service.



For more information on our leadership team click [\(HERE\)](#)

CITY OF VIRGINIA BEACH'S SUPPLIER SERVICES



Oracle Cloud

We've created a new way... to do business with the City of Virginia Beach. Suppliers are valuable partners in our quest to enhance citizen services and streamline business operations. If your company would like to provide goods or services to the City of

Virginia Beach, we invite you to register as a supplier. The City's Supplier Portal is your gateway to procurement and contract opportunities, payments, purchase orders and more. Completing our supplier registration process enables a business to receive the latest updates. From here, you can register as a supplier, access your supplier profile, and view or respond to solicitations.

Click the cloud to go there!

Source: VBGov.com



WELCOME TO THE SWaM BUSINESS OFFICE!

The SWaM Business Office is dedicated to the growth and development of small, women, and minority-owned businesses, including service-disabled/veteran-owned businesses by providing resources and trainings to assist your business in obtaining contracts with the City of Virginia Beach.

The City of Virginia Beach City Council recently adopted new ordinances and resolutions as a result of the 2018 Disparity Study that will assist SWaM businesses in contracting with the City. Please click on the Business Development Initiative link to view the ordinances and resolutions in full detail. ([Business Development Initiatives](#))

OFFSHORE WIND!



The Virginia Beach offshore wind industry has taken off. At the leading edge of America's newest energy business cluster.

A thriving offshore wind industry goes hand in hand with a thriving community onshore and the Virginia Beach region is ready for this new opportunity. This region of the East Coast was once the gateway for international exploration and expansion and now has significant potential for the development of offshore

wind resources off its coast. We have an excellent opportunity to develop into one of the main offshore wind energy industry ports in the United States. Virginia Beach and our region are a hub for the East Coast to meet the needs of our current projects and those along the Eastern Seaboard.

Currently, there are two Commercial Offshore Wind Energy projects that will begin harnessing 5.1 GW offshore wind power off the Virginia Beach coast in the near future. These projects are an important first step toward offshore wind development for Virginia and the United States.

In the near term, we expect that most of the \$8.4 billion that it will cost to build Dominion Energy's project by 2026 will go to businesses located outside of Virginia, primarily those in Europe where the offshore wind energy industry began. However, we estimate that \$420 million will go to businesses in Virginia for the construction of Dominion Energy's commercial offshore wind project. That includes the \$40 million contribution of the State of Virginia for port upgrades in Hampton Roads. We estimate that

from 2020 through the end of 2026, the project will support about • 900 direct and indirect Virginia jobs annually (about 60 percent in Hampton Roads), with almost • \$57 million in pay and benefits, and over • \$143 million



MBC Chair and Vice Chair makes a trip out to the Wind Farm for an at sea tour.

in economic output, generating almost • \$2 million in revenues for local governments in the Hampton Roads area, and an additional • \$3 million in Virginia state tax revenues.

The CVOW project has been a decade in the making and is well on its way to delivering the clean energy future we all want. Such an undertaking would not have been possible without important partnerships with environmental organizations, elected officials, governmental bodies, community leaders,

community members and **you**. You are crucial in shaping our clean energy future.

And while we have our eyes on what's next, we understand the challenges of the present. We'll need your help as we consider all potential benefits and impacts of the CVOW project — from the offshore wind turbines to the electric transmission lines that will deliver the clean energy onshore to our communities. Your feedback is critical for identifying the best possible routing options for the electric transmission lines.

As part of our education efforts we have partnered with the Hampton Roads Alliance to host Friday Forums — CVOW information sessions that are geared toward businesses and potential suppliers. These Friday Forums are full of valuable insights from key members of the CVOW project team. Watch the recordings below to hear from those managing the development and operation of the CVOW project.

SOURCE: COASTALWIND.COM





Malcolm Kates is the “man behind the plan” of ensuring the HRBT Expansion Project meets or exceeds its historic 12% Disadvantaged Business Enterprise (DBE) and 20% Small, Women and Minority (SWaM) business participation goals. He is proud of the fact that in just over two years, the HRBT Expansion Project has successfully awarded 241 contracts to certified DBE and SWaM vendors for over \$320 million! Malcolm firmly believes that successful diversity, equity and inclusion initiatives begin with a demonstrated commitment from the top. According to Malcolm, “On the HRBT Expansion Project, we are fortunate to have that at every level, including the Governor’s Office, HRTAC, VDOT’s Civil Rights Division and District Civil Rights Manager, and our VDOT and HRCP project leadership. From top-to-bottom, our whole team is committed to equal opportunity.” Malcolm is committed to ensuring that all of the DBE/SWaM business partners succeed and notes

“successful civil rights equals a successful project!” We had a chance to chat with Malcolm about his career, civil rights goals of the project, and his life outside of work. What excites you about your work with the HRBT Expansion project? This incredible project has so many unique characteristics, opportunities and possibilities. Helping local minority, women, small and disadvantaged businesses become a part of it gives our entire project team a sense of unified purpose and lasting community value. Why is diversity and inclusion important to projects like the HRBT Expansion Project? Page 2 of 2 In America today, diversity, equity and inclusion are cornerstones of successful business. The HRBT Expansion project team understands and demonstrates this through results: over \$320 million awarded to minority, women, small and disadvantaged businesses in just over the project’s first two years, with more to go. Put simply, successful Civil Rights

City of Virginia Beach INDUSTRY DAY



Industry Day! Held August 4th at The Hive was designed to provide businesses with a preview of upcoming contracting opportunities and provide insight on doing business with the City of Virginia Beach. This was an interactive event where you can ask questions and get answers!

Various City of Virginia Beach Departments were in attendance during this event and provided details and information on upcoming City projects. It was an excellent chance to speak directly to the Departments and the Procurement Team to make that **connection!** The Department of parks and Recreation had Symsi Denson, Operations Coordinator and Brandi Gainey, Recreation Supervisor that provided many insights to upcoming procurements and the type of procurement opportunities the Department is routinely soliciting.

Other Departments in attendance were Annette Richardson from the Fire Department, Katie Shannon from DPW Engineering, David She from DPU Planning, Leah Hunger from Risk Management and Rebecca Kee, Purchasing Agent for the City of Virginia Beach who went through the any types of solicitations and the ins and outs of submitting a bid. She took questions and provided in depth answers to the businesses in attendance. Also there was Miriam Jackson from Cultural Affairs. Other agencies that spoke were Angela Barber form Virginia Small Business and Supplier Diversity, where she provided information on the benefits of getting certified as a SWaM vendor.

We also had Tonya Byrd, Manager of Community Engagement Policy from the Coastal Virginia Offshore Wind Project, John Larson Director of Public Policy & Economic Development Hampton Roads Alliance and Nicole Ryf, Chief Strategy Officer.



From the HRBT Expansion Project Hampton Roads Connector Partners Lindsey Moran, Esq. EEO Compliance and OJT Program Officer Sheryl Correia Human Resources Manager.

Mr. Naymond Sunkins Hampton Roads District DBE Advocate from VDOT gave an excellent presentation on DBE requirements and information on the BOWD Center.

The amount of information to be gleaned was extraordinary, and the best part is there is more to come.