

## Important Dates

**Tuesdays: Aug. 4-Sept. 9**  
6 to 8 p.m.  
Akron Urban League  
Business Management  
Classes  
Pre-registration required.  
Call (234) 542-4149.

Plexus  
LGBT Supplier Diversity  
Summit  
Dively Executive  
Education Center  
Case Western Reserve  
University  
Call (888) PLEXU59

Sept. 22  
10 a.m. to 2 p.m.  
Diversity/Latino Job Fair  
Ohio Historical Society  
Columbus, Ohio  
[More information](#)

An initiative of:



Funded by:



## IN THIS ISSUE

[MBAccelerator2.5+ client lands three contracts with UH](#)

[UH: Building successful supply-chain relationships](#)

[Outreach update](#)

[Business opportunities for MBEs](#)



**MBAccelerator 2.5+ client lands  
multiple contracts  
with University Hospitals**

[John W. Todd and Associates](#) (JWT&A), a construction management, general and carpentry contracting business, has its roots in family tradition. John Todd, Sr., a master plasterer with Plasterers Union Local 80, passed his knowledge and skills to his son, John W. Todd, Jr., (photo left) who founded the company in 2005 and is now working with the [Minority Business Accelerator 2.5+](#) to grow the business.

JWT&A recently landed three contracts with [University Hospitals](#)-as a subcontractor to [Ozanne Construction Company](#) on the new Quentin and Elisabeth Alexander Neonatal Intensive Care Unit project at Rainbow Babies and Children's Hospital; a deal as a carpentry contractor (performing metal studs, acoustical ceiling and drywall) for the new Ajuha Medical Center at Chagrin Highlands; and as a subcontractor with [Acme Arsenia](#) on the new cancer hospital to be located at [UH Case Medical Center](#).

**[MBAccelerator 2.5+ assistance](#)**

The MBAccelerator 2.5+ provided financial backing that helped Todd secure a line of credit with [ShoreBank](#). "The door is opening for minority companies to get contracts," says Todd, "but we need operating capital to get projects up and running."

In addition, Todd has matured as a business owner through a mentoring relationship with Dominic Ozanne, president and CEO of [Ozanne Construction](#), a minority-owned company that has been in business for more than 50 years. "Dom has been very helpful," says Todd. "You need to have a person of that level around you. Through conversations and working with him, I was able to understand mainstream policies, so when it was time to play, I had been practicing. He threw me a pass, and I scored."

Todd, a graduate of the [Emerging Entrepreneurs Program](#), a business development initiative managed by [The Presidents' Council Foundation](#) and [Baldwin-Wallace College](#), also has been working to develop relationships with project owners. "This is important, so that they know you," he says. "You need consistent work to help you grow." Past and current projects include the [Cleveland Museum of Art](#) renovation, [Cleveland Hopkins International Airport](#), [Cleveland Metropolitan School District's](#) Hannah Gibbons K-8 school and John Hay High School, [Cuyahoga County](#) Juvenile Justice Center, [Cuyahoga Metropolitan Housing Authority](#) Riverside Park Estates, and [KeyBank](#) branches in Strongsville and Cleveland's Collinwood neighborhood.

**[Expansion plans](#)**

Todd has plans to expand his business into the Washington, D.C. area, where he opened an office about nine months ago. He estimates that contracts in Greater Cleveland can lead to annual revenues of about \$10 million a year but successfully pursuing government projects could result in yearly revenues as high as \$30 million.

The company, which has seven full-time administrative positions and a construction staff that ranges from five to seven carpenters, operates on four core fundamentals: integrity, unity, knowledge and focus. "You want people to look at you as more than just a minority company," says Todd. "You want to be known as a company that does good work." To learn more about JWT&A, please visit the [company's Web site](#).