



OUTREACH CALENDAR – 2010

Unless otherwise indicated, the events and external links listed are for informational purposes only and not a guarantee of the validity or accuracy of the information contained therein, nor constitutes an endorsement of any products or services that may be offered.

| Date | Time | Event / Sponsor | Location | Event Cost | Description |
|---------|---------------------|---|--|----------------------------------|--|
| 2/3/10 | 6:00 pm to 8:30 pm | Introduction to Starting Your Own Business / Small Business Development Center - Frederick | C. Burr Artz Central Library, 110 East Patrick Street, Frederick | Free - Registration Required | Learn about regulatory requirements, legal business structures to consider, how to begin, and money matters with Chris Olson, the MD Small Business Development Center counselor. To register, call 301-600-1630 or click on the following link: http://www.discoverfrederickmd.com/EmergingBusiness/SBDC.htm . |
| 2/10/10 | 8:00 am to 4:30 pm | Government Contracting Academy / Tech Council of Maryland | Tech Council of Maryland Offices, 9713 Key West Avenue, Suite 100, Rockville, MD 20850 | \$500 members; \$800 non-members | Learn how to secure lucrative Government Contracts or at the very least partner with subcontractors who can open the door for your company in the multi-billion dollar Government Contracting marketplace. Agenda includes: GSA Schedules, Sub-Contracting, Security Clearances, Marketing, Financial Systems and Legal Requirements, and Proposal Writing. Whether you are just starting to look at selling to the federal government, awaiting your first big federal contract or you have been selling to the government for years, this program will provide you with the most in-depth information you need to be a successful government contractor. To register, click on the following link: https://techcouncilmd.com/events/detail.php?list=Events&laction=detail.php&evt_id=222 . |
| 2/17/10 | 9:00 am to 11:30 am | 2010 Economic Outlook Conference / RESI-Towson University | BWI Hilton Hotel | \$50 per person | Economic Forecast for the Region by Dr. Daraius Irani, Towson University Moderator and Commentator, Jeff Salkin, Fox 45 TV. For more information, visit http://www.towson.edu/outreach/conference/ . |
| 2/18/10 | 8:00 am to 11:30 am | Small Business Financing Seminar / Maryland Chamber of Commerce | Baltimore Marriott Inner Harbor at Camden Yards, 110 S. Eutaw Street, Baltimore 21201 | \$25 per person | Meet Face to Face With Business Lenders - The Governor's Office of Minority Affairs is a partner of this event which is designed to connect small and minority-owned businesses with several community and national banks. The bank representatives will meet with established small and minority-owned business owners in a "speed dating" format to create introductions and build relationships to help them learn more about accessing capital. There will also be representatives from state and federal agencies. For more information, click on the following link: http://mdchamber.org/events/smallbusiness/february18/ . |



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS

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| 2/18/10 | 8:30 am to 11:00 am | Maryland Gaming Workshop for MBEs / Maryland Washington Minority Contractors Association | BWI Hilton, 1739 West Nursery Road, Linthicum 21090 | \$50 Per Person or \$100 Per Company (Includes 3 spaces) | Participants will receive information on: How To Get Licensed To Do Business With Casinos; Surety Bonding Structure Needed By Casinos; Structuring Teaming/Joint Venture and Subcontracting Agreements; Minority Certification Requirements and Addition/Expansion of Services; How to Prepare Your Company for Upcoming Gaming Opportunities; What Services/Products Gaming Companies Will Need From MBEs; Register by emailing wrf@mwmca.org or contact MWMCA at 410-282-610. |
| 2/18/10 | 9:30 am to 12:30 pm | 11th Street Bridge Project Vendor Day / Skanska/Facchina Joint Venture | Matthews Memorial Baptist Church, 2616 Martin Luther King, Jr., Ave., S.E., Washington 20020 | Free - Registration Required | This event is for all small businesses interested in doing business with Skanska/Facchina Joint Venture. Opportunities include: Bridge/Highway related activities (such as drainage and structures, geotextiles, geoweb walls, geotechnical instrumentation, engineering services, etc.), and general condition items (such as dumpster, janitorial, office supply, photography services, etc. For more information, contact Linda Fennell or Turneha Cook at 202-645-8620. |
| 2/18/10 | 8:30 am to 3:00 pm | Small Business Industry Day at The Capitol / The Architect of the Capitol (AOC) | U.S. Capitol Visitor Center, Washington, DC | Free - Registration Required | The Architect of the Capitol (AOC) is hosting an event for small business owners at the Capitol Visitor Center (CVC) designed to provide information about doing business with the AOC and the CVC. The CVC is looking for products that are made in the U.S. and manufactured with U.S.-made materials such as educational toys, jewelry, and souvenir apparel whose product themes are focused on the Capitol for its two Gift Shops. The AOC is looking for goods and services required to maintain its buildings, such as elevators, escalators, air handling units and electrical systems as well as products and services needed to maintain the landscaping around the Capitol complex and conserve and repair historical objects and artwork. Attendees will have the opportunity to speak with representatives from the AOC and the CVC who are responsible for procuring materials for the agency and its divisions. For questions, email SBIndustryDay@aoc.gov or call 202-226-2734. |
| 2/18/10 to 2/19/10 | Various | 11th Annual Minority Business Summit / Visionary Marketing Group (VMG) | Baltimore Hilton Hotel, 401 E. Pratt Street, 21201 | \$75 Town Hall + Award Ceremony; \$45 Women of Influence Breakfast; \$65 Men of Influence Luncheon; Workshops Complimentary | The Minority Business Summit will provide a platform for networking, information, strategies, and tactics led by top business leaders and consultants. For more information, visit http://www.minoritybusinesssummit.com/index.htm . |



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| 2/18/10 | 5:30 pm to 7:30 pm | Building a Great Team - HR and the Entrepreneur / University of Baltimore Entrepreneurial Opportunity Center | University of Baltimore, William H. Thumel Sr. Business Center, M. Scot Kaufman Auditorium, 11 W. Mt. Royal Ave., Baltimore 21201 | \$20 general public; \$10 alumni, faculty and staff; \$5 students. | Featuring a panel made-up of leading entrepreneurs that have built outstanding organizations, this discussion will help you develop a team that can give you the exponential growth you desire while also exceeding customers' expectations. Moderated by: Eileen Levitt, President, The HR Team - Panelists: Mark R. Rohde Sr., President & CEO, Davis Calibration; Thomas E. Stout, Chairman & CEO, SC&H Group, LLC; and Dawn Motovidlak, President & CEO, Business Health Services. Click on the following link for more information: http://www.ubalt.edu/template.cfm?page=3526 . |
| 2/23/10 | 7:30 am to 2:00 pm | Service-Disabled-Veteran-Owned Small Business Workshop / Naval Aviation Small Business Roundtable and The Patuxent Partnership | Southern Maryland Higher Education Center | TBA | For more information, click on the following link: http://www.navair.navy.mil/osbp/index.cfm?fuseaction=home_post_detail&post_id=71 . |
| 2/23/10 | 6:30 pm to 9:00 pm | 6th Annual Minority Leadership Reception / Small Business Development Center - Harford County | Harford Community College's Chesapeake Center | No cost – registration required | This event is part of Harford County SBDC's Minority Business Assistance Program. The keynote speaker will be Bruce Lewis, owner of Total Urgent Care (located in Edgewood) and member of the Harford County Human Relations Commission. Sponsorships are available. For more information, contact Russ Teter at 443-412-2237 ext 5 or email at rteter@harford.edu . |
| 2/25/10 | 8:30 am to 10:00 am | 5th Annual Awards Celebration / Prince George's Small Business Initiative (SBI) | Camelot of Upper Marlboro, 13901 Central Avenue, Upper Marlboro 20774 | \$40 per person | Meet with local business owners, County and State officials, bankers and developers to celebrate achievements and new initiatives for 2010. Keynote speaker, Marion Luna Brem, Multi-Millionaire. For more information contact Crystal Ballard at 301-583-4650. |
| 2/25/10 | 5:30 pm to 7:30 pm | Power 20 Awards Program / Baltimore Business Journal (BBJ) | Hilton Baltimore, 401 W. Pratt St., Baltimore, MD 21201 | \$85 Standard; \$80 Print Subscribers | BBJ will honor the area's top 20 most powerful business men and women for their business success and community contributions. This is a great opportunity for networking, hear their stories and learn what it takes to be successful. Winners to be announced in the February 12, 2010 issue of the Baltimore Business Journal. For more information, contact Christina Feldhaus at 410-454-0500 or cfeldhaus@bizjournals.com , or click on the following link: http://baltimore.bizjournals.com/baltimore/event/12461.. |



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| 2/25/10 | 6:00 pm to 8:00 pm | Blue Print Reading & Estimating Workshop Series - "Introduction to Plans & Specifications" / Baltimore Small Business Resource Center's Local Construction Development Program (LCDP) | 1101 E. 33rd Street, Conference Room A&B, Baltimore 21218 | \$35 per person | The LCDP now has an Intermediate workshop series that focuses on helping contractors read plans and prepare estimates. Senior Estimators from American Infrastructure are ready to help subcontractors improve their estimating skills, so that they can submit competitive proposals and win more bids. Time, Cost, and Scope are critical when managing a construction job. The Blue Print Reading & Estimating workshop series is an opportunity to learn from a General Contractor on what makes a winning estimate. Seating is limited. Only 16 seats available. Email SBRC at info@sbrcbaltimore.com or call 443-451-7160 to register. |
| 3/2/10 | 10:00 am to 1:00 pm | Certification Application Assistance Workshop / Maryland Department of Transportation, Office of Minority Business Enterprise | MDOT Headquarters, 7201 Corporate Center Drive, Hughes Conference Room, Hanover | Free | This workshop is part of a series that is being offered by MDOT to help certify eligible small and minority businesses. Participants will receive "hands on" assistance, learn about the benefits of certification and the certification process, and will receive "hands on" assistance in completing the certification application for MBE or DBE certification. Workshops are held the first Tuesday of every month. For more information contact MDOT's Office of Minority Business Enterprise at 410-865-1269 or click on the following link: http://www.mdot.maryland.gov/MBE_Program/workshop.html . |
| 3/4/10 | 6:00 pm to 8:00 pm | Blue Print Reading & Estimating Workshop Series - "Quantity Take Offs and Summaries" / Baltimore Small Business Resource Center's Local Construction Development Program (LCDP) | 1101 E. 33rd Street, Conference Room A&B, Baltimore 21218 | \$35 per person | The LCDP now has an Intermediate workshop series that focuses on helping contractors read plans and prepare estimates. Senior Estimators from American Infrastructure are ready to help subcontractors improve their estimating skills, so that they can submit competitive proposals and win more bids. Time, Cost, and Scope are critical when managing a construction job. The Blue Print Reading & Estimating workshop series is an opportunity to learn from a General Contractor on what makes a winning estimate. Seating is limited. Only 16 seats available. Email SBRC at info@sbrcbaltimore.com or call 443-451-7160 to register. |
| 3/10/10 | 8:30 am to 12:30 pm | Women's Business Owners Expo 2010 / Washington Suburban Sanitation Commission's (WSSC) Small, Local & Minority Business Enterprise Office | WSSC, RGH Building Auditorium, 14501 Sweitzer Lane, Laurel, 20707 | Free | Meet WSSC Staff Members from the Acquisition, Logistics, IT, Customer Care, Construction and A/E Departments, and more! Gain information on how to become a Certified WBE with WBENC, and apply for WSSC's Small Local Business Enterprise Program (SLBE). Learn about your local Women Business Owner (WBO) Organization and the exciting new "Green Collar Movement" taking place in Prince George's County, Maryland. For more information, contact WSSC at 301-206-8800 or e-mail: slmbe@wsscwater.com . |



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| 3/11/10 | 6:00 pm to 8:00 pm | Blue Print Reading & Estimating Workshop Series - "Direct Cost Pricing" / Baltimore Small Business Resource Center's Local Construction Development Program (LCDP) | 1101 E. 33rd Street, Conference Room A&B, Baltimore 21218 | \$35 per person | The LCDP now has an Intermediate workshop series that focuses on helping contractors read plans and prepare estimates. Senior Estimators from American Infrastructure are ready to help subcontractors improve their estimating skills, so that they can submit competitive proposals and win more bids. Time, Cost, and Scope are critical when managing a construction job. The Blue Print Reading & Estimating workshop series is an opportunity to learn from a General Contractor on what makes a winning estimate. Seating is limited. Only 16 seats available. Email SBRC at info@sbrcbaltimore.com or call 443-451-7160 to register. |
| 3/16/10 to 3/18/10 | Various | National Women Contractors' Week / U.S. Women's Chamber of Commerce | Embassy Suites, Washington DC - Convention Center | Various | National Women Contractors' Week celebrates the contributions and growth of America's proud women-owned small business contractors during Women's History Month! This year's Washington, DC celebration will include full day opportunity spotlights with the U.S. Army and the Dept. of Health and Human Services, awards, reports, one-on-one meetings with federal agency and prime contractor representatives, and an opportunity for attendees to meet with their Congressional representatives to promote the furtherance of opportunities for women-owned small business contractors. Click on the following link for more information: http://www.uswcc.org/nwcw/ . |
| 3/24/10 to 3/25/10 | Various | 2010 Summit & Salute to Women's Business Enterprises: The Opportunity Connection / Women Business Enterprise National Council (WBENC) | Gaylord National Resort and Convention Center in National Harbor, Maryland | Summit & Salute \$399 (\$450 after Jan. 31); Summit Only \$199 (\$225 after Jan. 31); Salute Only \$300 (\$350 after Jan. 31) | The Summit & Salute is a single program with two important goals. First, the Summit brings together America's leading corporations, government agencies, women business owners and strategic partner organizations with the goal of increasing business growth, capacity development, and networking opportunities. This comprehensive two day program will focus on business forecasts, market trends, best practices, and provide networking environments conducive to business. Second, the Salute honors WBENC award-winning Women's Business Enterprise (WBE) Stars for their achievements and leadership, and also pays tribute to America's Top Corporations for Women's Business Enterprises. For more information, click on the following link: http://guest.cvent.com/EVENTS/Info/Summary.aspx?e=33c8e294-61aa-459e-8487-d22489a212e3.. |



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| 3/25/10 | 8:30 am to 10:00 am | 5th Annual Maryland Bioscience Awards / Greater Baltimore Committee | Renaissance Harborplace Hotel 202 East Pratt Street Baltimore, MD 21202 | \$35 Biotech companies; \$50 Non-members | This ceremony recognizes outstanding achievements in Maryland's bioscience industry. Companies and individuals are strongly encouraged to self nominate. Nominations are open from January 11, 2010 until February 26, 2010. For more information, contact Lisbeth Pettengill at 410-727-2820, x41; email: lisbethp@gbc.org; or click on the following link: http://www.gbc.org/event/2021/ . |
| 4/6/10 | 10:00 am to 1:00 pm | Certification Application Assistance Workshop / Maryland Department of Transportation, Office of Minority Business Enterprise | MDOT Headquarters, 7201 Corporate Center Drive, Hughes Conference Room, Hanover | Free | This workshop is part of a series that is being offered by MDOT to help certify eligible small and minority businesses. Participants will receive "hands on" assistance, learn about the benefits of certification and the certification process, and will receive "hands on" assistance in completing the certification application for MBE or DBE certification. Workshops are held the first Tuesday of every month. For more information contact MDOT's Office of Minority Business Enterprise at 410-865-1269 or click on the following link: http://www.mdot.maryland.gov/MBE_Program/workshop.html . |
| 4/20/10 | 7:30 am to 9:00 am | 16th Annual Committee for Business and Economic Diversity Awards Program and Breakfast Gala / Howard County Economic Development Authority | Sheraton Columbia, 10207 Wincopin Circle, Columbia, MD | \$35 per person | This event will feature keynote speaker, Dr. Shirley Davis, Director of Diversity and Inclusion Initiatives at the Society for Human Resource Management. For more information, contact Tasha Taylor at 410-313-6550 or via email at: ttaylor@hceda.org, or click on the following link: http://www.hceda.org/thecenter/busEventDetail.aspx?id=296 . |
| 5/14/10 | 7:30 am to 11:30 am | 7th Annual Spring Breakfast / Maryland Washington Minority Contractors Association | Martin's West, 6817 Dogwood Drive, Baltimore | TBA | SAVE THE DATE! |
| 5/14/10 to 5/16/10 | TBA | 40th Anniversary Celebration "Those on Whose Shoulders We Stand" / Legislative Black Caucus of Maryland | TBA | TBA | SAVE THE DATE! |
| 6/6/10 to 6/8/10 | TBA | Annual Meeting / Maryland Economic Development Association (MEDA) | Hyatt Regency Chesapeake Bay | TBA | SAVE THE DATE! |
| 6/10/10 | TBA | Minority Business Panel / Baltimore Business Journal | TBA | TBA | SAVE THE DATE! |



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| 6/22/10 to 6/24/10 | Various | 11th Annual Women in Business National Conference / Women's President Education Organization | TBA | TBA | SAVE THE DATE! |
| 6/23/10 to 6/24/10 | Various | 2010 Africa Business Conference and Trade Fair / Diversity Restoration Solutions, Inc. | TBA | TBA | SAVE THE DATE! |
| 6/27/10 to 6/30/10 | Various | Annual Conference / Maryland Municipal League (MML) | Ocean City Convention Center | TBA | SAVE THE DATE! |
| 6/28/10 | TBA | Business Matchmaking Golf Outing / MD-DC Minority Supplier Development Council (MSDC) | TBA | TBA | SAVE THE DATE! |
| 6/29/10 | TBA | Annual Business Procurement Conference / MD-DC Minority Supplier Development Council (MSDC) | TBA | TBA | SAVE THE DATE! |
| 8/6/10 | TBA | Enterprising Women Event / Baltimore Business Journal | TBA | TBA | SAVE THE DATE! This event will examine how working women have adapted to changes in the corporate and small business landscape caused by the recession, and look at where they are headed as the road to recovery is paved. A special publication will capture some of the success stories and the 50 largest women-owned businesses. |
| 8/18/10 to 8/21/10 | Various | Annual Summer Conference / Maryland Association of Counties (MACO) | Ocean City Convention Center | TBA | SAVE THE DATE! |
| 10/15/10 | TBA | 29th Annual Leadership Awards Gala / MD-DC Minority Supplier Development Council (MSDC) | TBA | TBA | SAVE THE DATE! |

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BID OPPORTUNITIES

[eMarylandMarketplace](#)

Bid solicitations for the State of Maryland can be found on eMarylandMarketplace, which is the State of Maryland's Internet-based procurement system. To view bids or to register your business on eMarylandMarketplace, visit <https://ebidmarketplace.com/>.

[Bid Opportunities - Baltimore County Purchasing and Disbursements Bureau](#)

Baltimore County has a listing of current contracts as well as upcoming contracts with one or less renewal options. For more information, contact Carla Tucker at tucker@baltimorecountymd.gov or 410-887-3119, or visit <http://www.baltimorecountymd.gov/Agencies/budfin/purchasing/index.html>.

Additional Organization Event Links

Several federal and state agencies, business organizations, chambers of commerce and local non-profits sponsor events and training opportunities for entrepreneurs. The following websites provide schedules of conferences, workshops, and training and networking events:

Maryland Department of Transportation: http://www.mdot.state.md.us/MBE_Program/caldisplay

Maryland Department of Housing and Community Development's Catalyst Program (training programs geared toward individuals, businesses and nonprofits in the community development arena):
<http://www.neighborhoodrevitalization.org/Programs/Catalyst/Catalyst.aspx#Trainings>

Maryland Small Business Development Center Network: <http://www.mdsbdc.umd.edu/training.html>

Federal Office of Small and Disadvantaged Business Utilization (OSDBU) Directors Interagency Council:
<http://www.osdbu.gov/general.html>

Federal Business Council (for IT events): <http://www.fbcinc.com/search.aspx>

National Association of Minority Contractors (NAMC): http://www.namcline.org/Event_Calendar.aspx

National Association of Women Business Owners (NAWBO) Baltimore Regional: <http://www.nawbomaryland.org/> (click on Events)



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS

OUTREACH CALENDAR – 2010

Maryland Washington Minority Contractors Association (MWMCA) (contains links to events from various organizations):

<http://www.mwmca.org/calendar/calendarDir.asp>

Maryland/District of Columbia Minority Supplier Development Council (MD-DC MSDC): <http://www.mddccouncil.org/Events/Calendar.jsp>

Maryland Association of Nonprofit Organizations (Programs, services and trainings for nonprofits): <http://www.marylandnonprofits.org/>

National Black Chamber of Commerce: <http://www.nationalbcc.org/>

Maryland Hispanic Chamber of Commerce (MHCC): <http://www.mdhcc.org/events/events.php>

Baltimore/Washington Corridor Chamber of Commerce (BWCCC): <http://www.baltwashchamber.org/calendar.php?sid=5&id=43>

Prince George's Chamber of Commerce: <http://www.pgcoc.org/events.html>

Baltimore City Chamber of Commerce: <http://www.baltimorecitychamber.com/>

Baltimore Mayor's Office of Minority and Women-Owned Business Development:

<http://www.ci.baltimore.md.us/government/minority/events.html>

Baltimore's Small Business Resource Center (SBRC): http://www.sbrcbaltimore.com/html/news_events/main.shtml

Baltimore County Purchasing Department: <http://www.baltimorecountymd.gov/Agencies/budfin/purchasing/upcomingevents.html>

Prince George's County Economic Development Corporation (PGCEDC): <http://www.pgcgedc.com/edc/calendarEDC.php>

Prince George's County Small Business Initiative: <http://www.pgcgedc.com/sbi/calendarSBI.php>