



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
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 .
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.
3/12/10	8:00 am 9:45 am	9th Annual ATHENA Awards - Women's Leadership Breakfast / Harford Small Business Development Center's Women Assistance Program	Richlin Ballroom, Edgewood	\$35 per person	The ATHENA Award is a program of the ATHENA Foundation, an international non-profit organization dedicated to creating leadership opportunities for women. This award is presented to a woman who lives and/or works in Harford County, has attained and personifies the highest level of professional excellence in her business or profession, has devoted time and energy to the community in a meaningful way and, most especially, has opened doors of leadership opportunity for women. Keynote Speaker: Doreen Bolger, Director Baltimore Museum of Art. For more information, click on the following link: http://www.harford.edu/Community/athena/ .
3/15/10 (NEW DATE)	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.



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3/16/10 to 3/18/10	Various	National Women Contractors' Week – Access to Federal Contracts /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/ .
3/16/10	9:30 am to 11:30 am	Everything You Need To Know To Get Your GSA Schedule Award Contract In 30 Days / Prince George's Small Business Initiative	1100 Mercantile Lane, Suite 115A, Largo 20774	\$40 per person	The quickest path to become a preferred Federal Contactor - learn how to: Take control of your destiny to make sure that your Government buyers easily reach you; -Learn the requirements for getting a GSA award in 30 days; Learn how to avoid the public bid process; Understand why a GSA Schedule Contract is a GWAC and is survival mechanism for small businesses; Learn how to reduce your companies competition; within contracting the rules; Learn which commercial industries can qualify for the GSA 30 day Award Program. For more information all Crystal Ballard at 301.583.4650 or click on the following link to register: http://www.pgcedc.com/sbi/calendarSBI.php .
3/16/10	9:30 am to 11:30 am	Minority & Disadvantaged Business Enterprise Certification / Small Business Development Center - Central Region	The Emerging Technology Cntr @ Johns Hopkins Eastern 1101 East 33rd Street 3rd Floor-Conference Rm	\$35 per person	Come and learn about the State's Minority Business Enterprise program and process to be certified from an MDOT specialist. Attendees will be introduced to the application process and obtain answers to questions about how to navigate through the certification process. Program requirements and qualification criteria will be explained. For more information call 410-296-5613 or click on the following link: http://www.centralmdsbdc.org/trainings/course.php?ID=2300&m=3&dd=0 .
3/17/10	9:00 am to 12:00 pm	Procurement Day "Nuclear Regulatory Commission, U.S. Department of Transportation, & Maryland Department of Environment / Prince George's Small Business Initiative	1100 Mercantile Lane, Suite 115A, Largo 20774	Free	Procurement and Small Business Specialists will present: Forecasts; Discussion of Upcoming Opportunities; Best Practices for Winning Contracts; 5-min Marketing Interviews with Procurement Specialists. (MUST have Capability Statement) For more information all Crystal Ballard at 301.583.4650 or click on the following link to register: http://www.pgcedc.com/sbi/calendarSBI.php .



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3/18/10	9:00 am to 12:30 pm	Procurement Outreach / Baltimore County Office of Budget and Finance - Purchasing Division	Oregon Ridge Lodge	Free	This is Baltimore County's Quarterly Open House. Participants will: Gain an Understanding of the Purchasing Process; Meet the County Buyers; Ask Questions; Learn about Bid Opportunities with the County. For more Register online under Open House Invitation and Upcoming Events at www.baltimorecountymd.gov/purchasing . Questions may be directed to Carla Tucker, Minority and Small Business Marketing Manager at ctucker@baltimorecountymd.gov or call 410-887-3119.
3/20/10	7:00 pm to 11:00 pm	2010 Gala and Grant Awards/ Women's Business Owners of Prince George's County (WBO)	Woodmore Country Club, Mitchellville, D	\$85 per person	This year's theme is <i>Women Business Owners: "Empowered for Action and Winning the Race"</i> . The purpose of this event is to announce annual grant award(s) and recognize business and community leaders. For more information, click on the following link: http://atikal.org/wbo/home.html .
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://quest.cvent.com/EVENTS/Info/Summary.aspx?e=33c8e294-61aa-459e-8487-d22489a212e3..
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/ .
3/26/10	6:00 pm to 8:00 pm	Women's Business Roundtable / Southern Maryland Small Business Development Center (SBDC)	St. Mary's Chamber of Commerce, 44200 Airport Road, California, MD	\$15 per person	The Women's Business Roundtable is an open forum where professional women network and learn from each other. Everyone in attendance has an opportunity to speak on the following theme: Ten Attainable Guidelines to Goal Setting. Registration and payment will reserve your attendance. Download registration form at www.sbdchelp.com/hottopics.html Any questions, please contact Ashleigh Wilkinson at 301-934-7583 or Awilkinson1@csmd.edu



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3/30/10	8:00 am to 12:00 pm	9th Annual City of Baltimore Procurement and Outreach Fair / Mayor's Office of Minority and Women-Owned Business Development	Baltimore Polytechnic Institute, 1400 W. Cold Spring Lane, Baltimore, MD 21209	Free	The fair is an opportunity for businesses to network with City, State and Federal quasi-public government agencies and corporate companies to increase procurement opportunities with the City of Baltimore. Admission and parking is free to the public. Pre-registration is not required. For more information, contact the Mayor's Office of Minority and Women-Owned Business Development at 410-396-3818.
3/31/10	9:00 am to 12:00 pm	WBE MatchMakers: Leverage Certification and the WBE Network / Women's President's Educational Organization (WPEO)	100 South Charles Street, 4th Floor Glass View Room Baltimore	Fee - event is only open to WBENC certified companies	WPEO would like to invite its certified WBEs to a MatchMaker event. This is an opportunity to find potential vendors and partners among fellow WBEs and hear a Done Deals success story. For questions, contact Liz Cullen at liz@womenpresidentsorg.com or 202-595-2632, and to register, click on the following link: http://www.surveymonkey.com/s/RP6FBJB .
3/31/10	9:30 am to 1:00 pm	Is Entrepreneurship Really for You? / Prince George's Small Business Initiative	1100 Mercantile Lane, Suite 115A, Largo 20774	\$50 per person	This workshop is for anyone starting a business or having recently started one. The goal is to alert individuals to the major factors they must consider when deciding whether to start a business. Includes: Presentation and handout materials. For more information call Call Crystal Ballard at 301.583.4650 or click on the following link to register: http://www.pgcedc.com/sbi/calendarSBI.php .
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 .
4/10/10	9:00 am to 6:00 pm	Moving Forward Business Expo - Access to Capital and Business Opportunities / Greater Washington Hispanic Chamber of Commerce	Washington Convention Center, 801 Mt. Vernon Place NW, Washington, DC	Free	The Expo is designed to provide assistance for business growth and access to capital. Come and exchange ideas, find partnerships, develop strategies, and explore new opportunities and markets. For more information contact Magda Cardenas at mcardenas@gwhcc.org or call the Greater Washington Hispanic Chamber of Commerce at 202-728-0352 or click on the following link: http://www.gwhcc.org/ .



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4/13/10	7:30 am to 10:00 am	East Baltimore Development/Biotechnology Park Initiative Update / Office of Congressman Elijah Cummings	Carl J. Murphy Fine Arts Center, Morgan State University, 2201 Argonne Drive, Baltimore, Maryland, 21218	Free - RSVP by April 6th	The purpose of this meeting is to provide up-to-date information regarding the East Baltimore Development Project and to identify the most recent procurement opportunities related to the project. One of the key initiatives of the East Baltimore Biotech Project is the Minority Inclusion Agreement, which ensures that minority-owned firms will have a significant financial stake in the outcome of the redevelopment project through their participation in all levels of the development. Discussion will include the inclusion goals of the project and an update on the achievement of those goals to date. RSVP at (410) 685-9199 by Tuesday, April 6, 2010 or register online at www.house.gov/cummings , click on the New Events and Announcements; then click on the link to register for the EBDI meeting.
4/14/10	12:00 pm to 2:00 pm	3rd Annual Showcase "Partnerships 2.0" / TU's Division of Economic and Community Outreach (DECO) and College of Graduate Studies and Research	Minnegan Room at Johnny Unitas Stadium, Towson University	Free	The showcase will feature over 15 exhibitors that are interested in partnering with you to provide solutions for your department, agency, or business. This year, we will also have relevant speakers to provide additional interesting content. Dr. Martha Connolly, Director, Maryland Industrial Partnerships, will highlight programs and funding available for University-Industry Collaborations. A representative of the Army Research Laboratory will discuss the opportunities associated with BRAC and new federally funded programs. For more information, click on the following link: http://www.towson.edu/outreach/showcase/ .
4/15/10	8:30 am to 2:00 pm	Annual Spring Conference - International Trade and Foreign Direct Investment / Maryland Economic Development Association (MEDA)	Inn & Conference Center at UMUC	\$65 members; \$100 non-members	Speakers will take a close look at globalization and its impact on Maryland's economy. Foreign industry experts will share winning strategies to attract international investment. For more information visit www.meda.com .
4/17/10	7:30 pm to 11:30 pm	9th Annual Gala / South County Economic Development Association (SCEDA)	Martin's Camelot, 13905 Central Avenue, Upper Marlboro, Maryland 20774	\$70 per person	The theme for this year's Gala is "Small Business: The Key to Job Creation and Economic Development" will offer an opportunity to reinforce linkages to the community, to showcase the services offered by your business, and to network with hundreds of business leaders, elected officials, and other dignitaries. Several business and community leaders whose contributions and service are profoundly impacting the quality of life of citizens in our community will be recognized as well. Additional information on the event may be obtained by contacting a member of SCEDA's Planning Committee: Sharon-Riddick-Johnson, (202) 420-1243, John Huggins, (301) 706-5433, or Brian Law, (240)-353-3915.



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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 .
4/21/10	8:30 am to 3:30 pm	20th Anniversary OSDBU Procurement Conference / U.S. Office of Small, Disadvantaged Business Utilization (OSDBU)	Dulles Expo Center, Chantilly Virginia	FREE for Government Attendees; \$150/person for Industry on or before April 1st; \$200/person after	The OSDBU Procurement Conference is a national conference fostering business partnerships between the Federal Government, its Prime Contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. For more information and to register, please go to http://www.fbcinc.com/osdbu/ .
4/21/10	5:30 pm to 8:30 pm	Influential Marylanders for 2010 Awards / The Daily Record	The Grand Lodge, Cockeysville	\$65 per person	Recognizes individuals who impact Maryland by bringing services and success to the region. Influential Marylanders was created in 2006 to honor people who have each made truly significant impacts in their fields and continue to be leaders in Maryland. These individuals are selected by The Daily Record's editors. Contact Myesha Phillips at 443-524-8100 for additional information.
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!
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!



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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	7:00 am to 6:00 pm	2010 Business Procurement Conference / MD-DC Minority Supplier Development Council (MSDC)	Martin's West, 6817 Dogwood Rd., Baltimore, 21244	TBA	This day will feature workshops & seminars; inspirational & educational speakers; 3 business networking events; a trade fair with up to 65 corporate & government vendors; business-building matchmaker sessions. For more information click on the following link: http://msdc.adaptone.com/mddc/ .
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!

BID OPPORTUNITIES



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS

OUTREACH CALENDAR – 2010

[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)

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>

OUTREACH CALENDAR – 2010

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.pgcdc.com/edc/calendarEDC.php>

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