



## OUTREACH CALENDAR – 2009

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
7/7/09	10:00 am to 1:00 pm	<b>Certification Application Assistance Workshop</b> / 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.
7/10/09	8:30 am to 11:00 am	<b>Financing Forum "Creative Financing Solutions"</b> / Prince George's Financial Services Corporation (FSC)	1100 Mercantile Lane Suite 115A Largo, MD 20774	Free	Part of FSC First Friday's financing forum series. Business owners will learn about the various types of small business financing structures and how they can optimize their business growth. The different structures are as follows: <ul style="list-style-type: none"> <li>• Small Business Growth Fund, designed to assist existing businesses in their expansion efforts with direct loans for any business purpose;</li> <li>• SBA 504 -- long term, fixed asset commercial real estate and equipment financing</li> <li>• Contractor Cash Flow Fund, designed to provide cash flow to local companies who are awarded local government contracts</li> <li>• Asset Based Lending Program which will assist local companies who have quality invoices or accounts receivable receive working capital</li> <li>• Micro Loans for small and minority owned businesses as provided though the Economic Development and Training Institute.</li> </ul> For more information, contact FSC First at 301.883.6900.



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7/15/09	9:00 am to 12:00 pm	<b>Procurement Day</b> / Prince George's County Small Business Initiative	1100 Mercantile Lane Suite 115A Largo, MD 20774	Free	The Governor's Office of Minority Affairs, Maryland Department of Transportation, Maryland Department of Labor, Licensing, & Regulation, & Maryland Department of Information Technology will be present to discuss: Forecasts; Upcoming Opportunities; Best Practices for Winning Contracts; 3-5min Marketing Interviews; Procurement Specialists. (Businesses MUST have Capability Statement). For more information, contact Crystal Ballard at 301-583-4650.
7/16/09	8:00 am to 2:30 pm	<b>2nd Annual Southern Maryland Regional Purchasing &amp; Procurement Expo</b>	College of Southern Maryland, La Plata Campus, Center for Business and Industry Building	\$25 per person before July 10 <sup>th</sup> ; \$40 thereafter	This event will offer the opportunity for government entities, educational institutions, private industry and other contracting bodies to meet and dialogue with area small, minority & women owned businesses regarding available contracting opportunities. Keynote speaker is John Kennedy, Speaker, Trainer and Author. For more information contact Michelle Francino at 301-274-1922.
7/16/09	9:00 am to 1:00 pm	<b>Baltimore City Green Construction Event &amp; Vendor Fair</b> / Baltimore City Local Contractor Development Program (LCDP) and Home Depot (Mid Atlantic Region)	Holiday Inn, 1100 Cromwell Bridge Road, Towson, MD 21286	\$35 per person	Baltimore City Small Business Resource Center's LCDP has partnered with Home Depot to host this inaugural event. This outreach event is designed to educate small, minority and women-owned construction firms and contractors on green building, green initiatives affecting contractors, green construction opportunities, and green products. To register, RSVP via email to info@sbrcbaltimore.com or call 443-451-7160.
7/30/09	6:00 pm to 7:30 pm	<b>Federal Procurement Forum</b> / National Association of Minority Government Contractors (NAMGC)	CACI Headquarters, 4174 Legatto Road, Fairfax, VA	\$20 Members; \$75 non-members	The National Association of Minority Government Contractors (NAMGC) in conjunction with the CACI Corporation will facilitate a panel discussion related to management and acquisition policy trends. Guest speakers include: Rob Burton, Former Deputy Director, Office of Federal Procurement policy; Tyree Varnado, Acting Commissioner, Federal Acquisition Service, GSA; and Molly Wilkinson, Chief of Staff, U.S. Small Business Administration. For more information, contact Alpha Roberts, President, NAMGC, 202-510- 6431 or email: alpharoberts@namgc.org.



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8/4/09	10:00 am to 1:00 pm	<b>Certification Application Assistance Workshop</b> / 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.
8/7/09	7:30 am to 9:00 am	<b>2009 Enterprising Women - Surviving the Recession</b> / Baltimore Business Journal	Martin's West, 6817 Dogwood Drive, Baltimore	\$40 subscribers; \$45 non-subscribers	This is BBJ's 14th Annual Enterprising Women Breakfast. This year's panelists include: Doreen Bolger - Director, Baltimore Museum of Art; Wanda Draper - Director of Programming and Public Affairs, WBAL-TV; Dr. Leslie Mancuso - CEO, Jhpiego; Rachel Monroe - President, Weinberg Foundation. For more information visit <a href="http://baltimore.bizjournals.com/baltimore/event/">http://baltimore.bizjournals.com/baltimore/event/</a> or contact Christina Feldhaus at 410-454-0500 or <a href="mailto:cfeldhaus@bizjournals.com">cfeldhaus@bizjournals.com</a> .
8/12/09 to 8/15/09	Various	<b>Annual Summer Conference</b> / Maryland Association of Counties (MACO)	Roland Powell Convention Center - Ocean City	Various	Annual summer conference and trade show is a four-day conference and features continuing education for elected and appointed county officials and a 268-booth exhibits trade show. More than 3,000 people attend the conference. For more information, contact Ellen Clarke at <a href="mailto:eclarke@mdcounties.org">eclarke@mdcounties.org</a> or 410-269-0043. For General Information visit <a href="http://www.mdcounties.org/events/sc_overview.cfm">http://www.mdcounties.org/events/sc_overview.cfm</a> . For exhibit information visit <a href="http://www.mdcounties.org/events/sc_overview.cfm">http://www.mdcounties.org/events/sc_overview.cfm</a>



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8/26/09 to 8/28/09	Various	<b>Minority Enterprise Development (MED) Week/</b> U.S. Dept of Commerce's Minority Business Development Agency	Omni Shoreharm Hotel, Washington, DC	Various	MED Week is the largest federally sponsored conference held on behalf of minority entrepreneurs and business enterprises. For the last 27 years, the Minority Business Development Agency (MBDA) has brought the nation's foremost business leaders to offer advice, counsel and insight to help minority businesses stay competitive in the marketplace. MED Week remains a celebration of the contributions made by minority enterprises and a chance to recognize and honor accomplished minority business owners and advocates throughout the country. Networking is a vital component to MED Week, and no conference provides you with the opportunity to connect with some of the most exciting and innovative minds in minority business. For more information, click on the following link: <a href="http://www.medweek.gov/mbda2009/public/MainHall.aspx?ID=457&amp;sortMenu=101000&amp;exp=5%2f18%2f2009+7%3a02%3a54+AM">http://www.medweek.gov/mbda2009/public/MainHall.aspx?ID=457&amp;sortMenu=101000&amp;exp=5%2f18%2f2009+7%3a02%3a54+AM</a> .
9/8/09	10:00 am to 1:00 pm	<b>Certification Application Assistance Workshop /</b> 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.
9/17/09	6:00 pm to 8:30 pm	<b>Bridging the Gap Awards Program /</b> Greater Baltimore Committee	TBD	TBD	The sixth annual awards event will honor outstanding businesses and individuals in the following categories: <i>Minority/Women-Owned Business</i> that has demonstrated outstanding achievement; <i>Majority-Owned Business</i> – corporations or individual executives that have shown leadership in the area of inclusive business practices; <i>Partnership or Strategic Alliance</i> that generates new business opportunities for minority or women-owned businesses; and <i>President's Award</i> – individual who has worked tirelessly to advocate for the advancement of minority and women-owned businesses in the Greater Baltimore region. For more information, visit <a href="http://www.gbc.org">www.gbc.org</a> or contact Kisha Lashley at 410-727-2820, x19 or <a href="mailto:kishal@gbc.org">kishal@gbc.org</a> .



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10/15/09	6:00 pm to 10:30 pm	<b>2nd Annual Celebrating the Minority Business" Dinner &amp; Awards Gala</b> / Another Approach Enterprises	Newton White Mansion, 2708 Enterprise Road, Mitchellville, MD	TBD	<b>SAVE THE DATE!</b>
10/20/09	8:00 am to 12:30 pm	<b>18th Annual Government Procurement Fair</b> / Baltimore Washington Corridor Chamber of Commerce	Greenbelt Marriott Hotel, 6400 Ivy Lane, Greenbelt 20770	TBA	<b>SAVE THE DATE!</b> For more information contact Shirley Redd at 301-725-4000 or <a href="mailto:Shirley@baltwashchamber.org">Shirley@baltwashchamber.org</a> .
10/28/09	TBA	<b>'How To' Conference for Small, Minority and Disadvantaged Businesses</b>	TBA	TBA	<b>SAVE THE DATE!</b>
11/10/09	All Day	<b>Reverse Trade Show /</b> Maryland Public Purchasing Association	TBD	TBD	<b>SAVE THE DATE!</b>
11/15/09	TBA	<b>Top 100 MBE Awards Program</b> / Center for Business Inclusion and Diversity	UMUC Inn and Conference Center	TBA	<b>SAVE THE DATE!</b>

## 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/>.

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### **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](mailto:tucker@baltimorecountymd.gov) or 410-887-3119, or visit <http://www.baltimorecountymd.gov/Agencies/budfin/purchasing/index.html>.

## TRAINING OPPORTUNITY FOR VETERANS

### **Veterans Business Training Series and Business Development Program**

Veterans Enterprise Training and Services (VETS) Group, sponsors the Veterans Business Training Series and Business Development Program. The VETS Group is conducting briefings on how veterans and other qualified participants can obtain loans through the SBA Patriot Express Program. In addition, the VETS Group is offering Federal Procurement Training Series Workshops. Guest speakers familiar with federal government contracting have been invited to share tips and assist with building critical relationships to help secure federal government contracts. The briefings and workshops are offered the 2nd and 4th Wednesdays of the month at 64 New York Avenue, Room 3066 (The Peoples Building) Washington, DC 20002. For specific dates, workshops and times, visit [www.vetsgroup.org](http://www.vetsgroup.org) and click on the information on the right side of the home page.

For questions and to register, contact Joe Wynn on 202-723-0800 or Dawn Tucker on 866-517-0477. Business training and supportive services help startups and maturing businesses succeed. Services are primarily targeted to Veterans, Service-Disabled Veterans, National Guard and Reserves. Training, technical assistance, and services are also open to the public; including information about operating a Franchise.

## FUNDING OPPORTUNITY

### **No Cost Business Analysis Program for Eligible Innovative Companies**

The Maryland Technology Development Corporation (TEDCO) has established the Rural Business Innovation Program (RBI) to help companies achieve greater success and sustainability. Companies work with regional TEDCO Technical Assistance Specialists (TAS) who will provide an in depth analysis of a company's business and/or technical needs. Based on the analysis, business consultants or technical experts will provide the assistance at no cost to the company. The value of the assistance is capped at \$10,000 per company.

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The RBI Program is a result of the successful TEDCO Rural Business Incubation Initiative funded by the U.S. Small Business Administration that provided in depth business assistance to more than 45 companies. They all received a general business analysis and of those companies, twenty-one qualified to receive in depth technical or business assistance.

The kinds of companies that received assistance in the past include: Agriculture technology, Machine shop, Software Developers, Horticulture, Water Quality, Educational software, Optical equipment, Poultry Technology, Renewable Energy, Aquaculture, Motorcycle Manufacturing, Government Contractors, Unmanned Air Vehicles, Homeland Security Technology, Sailing equipment, Specialized fabrics, Green Technology, and Biofuels. In general, companies not in retail or restaurant-oriented industries may qualify for assistance.

Company criteria include:

- The company must be involved in developing new technologies or utilizing technology to create a new business
- Company must be less than 12 employees
- Annual revenues must be less than \$1 million/year
- Company must be located in the defined regions as defined by the Rural Maryland Council (Allegheny, Calvert, Caroline, Carroll, Cecil, Charles, Dorchester, Frederick, Garrett, Harford, Kent, Queen Anne's, St. Mary's, Somerset, Talbot, Washington, Wicomico and Worcester).

Types of assistance are broad to allow for meaningful impact for the company. Examples of assistance include:

- business plan review
- market analysis
- competitive analysis
- developing a business model or strategy
- financial analysis
- grant review and proposal assistance
- technology assistance
- intellectual property
- prototype development
- manufacturing problem solving
- green assessments



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Program began in July 2008. For more information contact Ms. Robbie Melton, Program Director, at 410-715-4164 or email [Rmelton@marylandtedco.org](mailto:Rmelton@marylandtedco.org).

### **New Maryland's New Health Insurance Partnership for Small Businesses – Enrollment began in Sept. 2008**

Governor O'Malley proposed and signed into law a program to reduce the number of uninsured Marylanders. The Working Families and Small Business Health Coverage Act, approved during the Special Session of 2007, establish the Health Insurance Partnership for small employers not currently offering health insurance to their employees. The Partnership will:

- Provide an incentive for employers with 2-9 employees to offer health insurance for their employees;
- Assist low and moderate income employees of these small employers in obtaining health insurance; and
- Promote access to health care services and reward participating individuals for efforts to improve their health and/or manage chronic disease.

Under the Partnership, a small business that has 2-9 full time employees, has not offered health insurance to its employees during the previous 12 months, and meets wage and salary requirements established by the Maryland Health Care Commission, is eligible to receive a subsidy of up to 50% of the premium. Family coverage can also be subsidized. Once enrolled in the Partnership, the business continues to be eligible for the subsidy until it exceeds wage or firm size limits.

For more information on eligibility requirements, contact the Maryland Health Care Commission at 410-764-3460 or click on the following link: <http://mhcc.maryland.gov/partnership/>.

### **Military Reservist and Service-Related No-Interest Loan Program**

The Department of Business and Economic Development in consultation with the Maryland Department of Veterans Affairs would like to announce that they will begin providing a no interest loan via the Military Reservist and Service-Related No-Interest Loan Program to the following categories:

- (1) Business owned by a military reservist or National Guard member who is called to active duty.
- (2) Business employing a service disabled veteran to make the home, automobile or place of employment of a disabled veteran accessible.



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- (4) Service disabled veteran to make the home, automobile or place of employment accessible.
- (5) A business employing a service disabled veteran for other necessary expenses incurred as a result of the disability.
- (6) Service disabled veteran for other necessary expenses incurred as a result of the disability.

To obtain a copy of the application form or to receive more information, contact Laurie Atherholt, Director, Outreach and Advocacy, Maryland Department of Veterans Affairs, at 410-260-3840 or [latherholt@mdva.state.md.us](mailto:latherholt@mdva.state.md.us).

### 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](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/Outreach\\_Events.htm](http://www.osdbu.gov/Outreach_Events.htm)

**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](http://www.namcline.org/Event_Calendar.aspx)

**National Association of Women Business Owners (NAWBO) Baltimore Regional:** <http://www.nawbomaryland.org/index.phtml> (click on "What's happening")

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

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

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**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/index.php?option=com\\_icalpro&Itemid=116&extmode=cal](http://www.nationalbcc.org/index.php?option=com_icalpro&Itemid=116&extmode=cal)

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

**Baltimore/Washington Corridor Chamber of Commerce (BWCCC):** <http://209.116.252.111/events.asp>

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

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

**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](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>