



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
8/3/10	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 - register online	Small and minority business owners interested in increasing their exposure to State, local and federal government contracting opportunities are encouraged to attend a free workshop focused on Maryland's Minority Business Enterprise (MBE) and Disadvantaged Business Enterprise (DBE) certification program. Receive a comprehensive overview of the certification process. Take an in depth look at the Uniform Certification Application. Meet with a certification expert one-on-one and ask questions about the application as it relates specifically to your business. For more information or to register, Click on the following link: www.mdot.maryland.gov/MBE_Program/Index.htm and go to the "Application Assistance Workshop" section.
8/3/10	4:30 pm to 5:45 pm and 6pm to 8pm	Partnerships: 2010 Diversity Mixer / Anne Arundel County Minority Business Committee and MD-DC Minority Supplier Development Council	DoubleTree Hotel, 210 Holiday Court, Annapolis and Ziki's Japanese Steakhouse, Cadillac Ranch Bar & Grille, 1906 Town Center Blvd, Annapolis, MD	No Cost to attend	Join in for the salute of achievements of small businesses in Anne Arundel County. Meet MD/DC MSDC officials, government procurement staff and new MBE Committee members at the Doubletree Hotel. Then take the shuttle or stroll over to the new Annapolis Town Center for a 5:45 PM presentation by Greenberg-Gibbons staff. Network with area business owners on the outdoor terrace at Ziki's & the Cadillac Ranch. This is a great opportunity to become acquainted with services and people that contribute to the growth of your business and vitality of our community. To register, please visit our website at www.mdccouncil.org and click on Events.
8/4/10	9:00 am to 12:00 pm	77 Time-Tested Proven Secrets for "Getting Back on Track" / Congressman Elijah Cummings, US Small Business Administration, and MD Small Business Development Center	Morgan State University, Carl Murphy Fine Arts Building, 2201 Argonne Drive, Baltimore 21251	Free	This conference will provide existing business owners and aspiring entrepreneurs with resources needed to make money in this shrinking economy. Keynote speakers include John Herman and Russ Teter. For more information click on the following link: http://www.mdsbdc.umd.edu/gettingbackontrack/ .



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8/6/10	7:30 am to 9:30 am	Enterprising Women Breakfast / Baltimore Business Journal	Martin's Hunt Valley Mansion, 594 Cranbrook Rd. Cockeysville, 21030	\$45 Standard/\$40 Print Subscribers	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. This year's panel will feature: -Casey Baynes - Founder & Executive Director, Casey Cares Foundation - Sheela Murthy - Law Office of Sheela Murthy -Beverly A. Williams - President & CEO, Sue-Ann's Office Supply -Ellen Yankellow - President & CEO, Correct Rx Pharmacy Services. http://www.bizjournals.com/baltimore/calendar/?op=event_details&listing_id=113311 .
8/18/10	9:00 am to 3:00 pm	How to do Business with the Government: Tools and Opportunities for the Small Business / Maryland Capital Enterprises and Small Business Development Center-Eastern Region	Wor-Wic Community College, Workforce Development Center	\$15 per person - pre-registration required	This event presents an ideal opportunity for local city, county and state procurement officers to network with small business owners on the Eastern Shore who can provide desired goods and services. Learn the different tools needed and opportunities there are when it comes to doing business with your local Government. To register contact: Wor-Wic Community College at 410-334-2815. For more information contact Kristen Bacon at 410-546-1900 or email kbacon@marylandcapital.org , or, Brooke Berezowski at 410-543-6516 email beberezowski@salisbury.edu .
8/18/10 to 8/21/10	Various	Annual Summer Conference / Maryland Association of Counties (MACO)	Ocean City Convention Center	\$315 County Gov., \$420 Other Gov., \$535 Commercial	This is MACo's Annual Summer Commerce. Nearly 20 continuing education sessions are offered featuring more than 80 speakers from the public and private sectors. 284-Exhibit Booth Trade Show, featuring the best of commercial, state and county services and products is held in two grand exhibit halls. The conference also hosts state agency briefings, organization meetings, and regional county meetings as well as MACo committee meetings. Several education sessions are approved for the Academy for Excellence in Local Governance course credit. For more information, visit www.mdcounties.org .
8/23/10 to 8/26/10	TBA	Team C4ISR Joint Symposium & Expo	Baltimore Convention Center, 1 West Pratt Street, Baltimore 21201	\$335 Full registration for Government/Military; \$400 Industry Member; \$475 Non-Industry Member	For general information, visit www.joint-symposium-expo.com or contact Cheryl Davidson, cdavidso@harris.com or at 732-389-1221 and Denise Carnaggio, via email at: dbcarnaggio@harfordcountymd.gov or at 410-638-3059.



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8/25/10 to 8/27/10	Various	2010 Minority Business Enterprise Development (MED) Week / Minority Business Development Agency, U.S. Department of Commerce	Omni Shoreham Hotel, 2500 Calvert Street, NW (at Connecticut Avenue), Washington, DC 20008	Full conference registration fee is \$447 Anyone who wants to visit exhibitors and sponsors in the Business to Business Expo only may do so at no charge without being registered for the event.	The 2010 Minority Enterprise Development (MED) Week Conference is the nation's premier event for minority entrepreneurs and business owners. The Conference helps minority-owned firms grow both domestically and globally through a series of educational, training and business to business networking events. The MED Week Conference is hosted by the. Representatives from the public and private sector will share information and resources for growing and expanding and minority businesses domestically and globally during MED Week. On August 23 and 24 pre-conference activities include: Mentor Protégé Program and International Trade Day and Global Networking Events. View conference schedule for more information To register and for more information, visit www.medweek.gov .
9/7/10	TBA	2010 Maryland Hispanic Business Conference	Hyatt Regency Bethesda, One Bethesda Metro Center, 7400 Wisconsin Avenue, Bethesda 20814	TBA	SAVE THE DATE! This annual event is a joint collaboration of the Hispanic Chambers of Commerce of Maryland, Baltimore, and Montgomery county, in close cooperation with government agencies. The conference provides a variety of workshops, training and business sessions focused on creating opportunities for participants from all industries. For more information, visit www.mdhbc.com
9/16/10	8:30 am to 1:00 pm	Regional Procurement Diversity Expo 2010 / Baltimore Metropolitan Council	Oregon Ridge Conference Center, 13401 Beaver Dam Road, Cockeysville, MD 21030	Free	The Expo will provide businesses an opportunity to network and learn about procurement opportunities with local procurement officials from the governments, public schools, community colleges and libraries in 7 municipalities (Anne Arundel, Baltimore, Carroll, Harford and Howard Counties and the Cities of Annapolis and Baltimore) and the State of Maryland. There will be a "Wrap Session" with Milton Hunt on How to do Business in these Changing Times. Space is limited. RSVP by no later than August 12, 2010 to Carla Tucker at ctucker@baltimorecountymd.gov .
9/18/10	9:00 am to 12:00 pm	Getting Your Foot in the Door - Focus on Small Procurements / Maryland Transportation Authority (MdTA)	Police Headquarters, 4330 Broening Highway, Baltimore 21222	Free - registration deadline 9/3/10	Companies will be accommodated on a first-come first serve basis - Registration required. For more information contact Tonya B. Wigfall, MdTA Business Outreach Coordinator at 410-537-5697 or email: twigfall@mdta.state.md.us .



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9/22/10	TBA	Regional Small Business Purchasing & Procurement Expo / Tri-County Council for Southern Maryland	College of Southern Maryland La Plata Campus, BI Building	Free	This annual event provides the opportunity for small veteran, women and minority-owned businesses to meet and dialogue with the contracting officers of local, state and federal government agencies, educational institutions and private sector firms regarding their current and future contracting opportunities. The theme of this year's Expo, "Positioning Business for Growth," will feature innovative workshop presentations on reading and understanding your financial statements, conducting a market analysis, repositioning and marketing your business including how to use social media to help your business grow, and much more. For vendor or sponsor information or additional information regarding the event, please contact Ellen Flowers-Fields, Director, Regional Economic Development, Tri-County Council for Southern Maryland, at 301-274-1922 or EFowers-Fields@tccsmd.org .
10/13/10	6:00 pm to 8:00 pm	7th Annual Bridging the Gap Achievement Awards Ceremony / Greater Baltimore Committee	Sheraton Baltimore City Center Hotel, 101 W. Fayette Street, Baltimore 21202	\$50 per person	Outstanding businesses in the following categories will be recognized: Minority/Women-Owned Business that has demonstrated outstanding achievement. Majority-Owned Business – corporations or individual executives that have shown leadership in the area of inclusive business practices. Partnership or Strategic Alliance that generates new business opportunities for minority or women-owned businesses. President's Award – individual who has worked tirelessly to advocate for the advancement of minority and women-owned businesses in the Greater Baltimore region. To nominate a candidate for any of these awards, click on the following link to download the application form: http://www.btgawards.org/2010-BTGAwards-NominationForm.pdf . Self-nominations are acceptable. To register for the event, visit www.gbc.org .
10/15/10	TBA	29th Annual Leadership Awards Gala / MD-DC Minority Supplier Development Council (MSDC)	TBA	TBA	SAVE THE DATE!
10/21/10	TBA	Top 100 MBE Awards Ceremony / Center for Business Inclusion and Diversity (CBID)	University of Maryland University College Inn and Conference Center	TBA	SAVE THE DATE!



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10/27/10	8:00 am to 12:00 pm	19th Annual Baltimore-Washington Government Procurement Fair / Baltimore Washington Corridor Chamber of Commerce	Greenbelt Marriot	\$55 member; \$80 non-member	Learn what steps are necessary to do business with government agencies and prime contractors; what criteria are used in selecting vendors; make valuable personal contacts with buyers from government agencies and prime contractors; exposure to more than 50 Exhibitors/500 Participants, and One-on-One Counseling Sessions. For more information, contact Shirley Redd, shirley.redd@bwcc.org or call 301-725-4000 or 410-792-9714, or click on the following link to register: http://www.bwcc.org/BWCC_Data/getEventDetails?eventID=794 .
10/27/10	8:00 am to 4:00 pm	How to Conference for Small, Minority or Disadvantaged Businesses in the Baltimore-Washington, DC Region / Getting There 4 Him, Inc.	Comfort Inn, 4500 Crain Highway, Bowie 20715	\$60 per person (early bird by Sept. 1st); \$75 general registration, and \$100 late registration	These conferences are designed to help better prepare small, minority, and disadvantaged businesses bidding for prime and subcontracting opportunities with government agencies and commercial businesses seeking their services or products. This year's confirmed speakers include representatives from the PG County Executive office, the Maryland Department of Transportation (MDOT)--Maryland's certifying agency, PG County Economic Development Corporation, Washington Metropolitan Area Transit Authority (WMATA) and more! For more information, visit http://howtoconference.com/ .
10/28/10 to 10/29/10	5:00 pm to 8:00 pm and 8:00 am to 3:30 pm	Annual Business Policy Conference / Maryland Chamber of Commerce	Gaylord National Resort and Convention Center in National Harbor, Maryland	Members \$295 before September 28 (\$325 after), Nonmembers \$425	SAVE THE DATE!

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](#)



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS

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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>

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

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



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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>

Center for Minority Business Development at Prince George's Community College: <http://www.cmbd.biz/>

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

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

Calvert County Minority Business Alliance: http://www.calvertcountymba.org/events_calendar/events_calendar.php

Greater Baltimore Committee – Bridging the Gap Program: <http://www.gbc.org/page/events/>

Korean Minority Business Enterprise: <http://www.kmbe.org/>

Women Business Owners of Montgomery County: <http://www.wbo-mc.com/site/calendar/index.shtml>

Women's Business Owners of Prince George's County: http://www.wbo.org/event_detail.php