

QUARTERLY NEWSLETTER

MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESS CENTER
U.S. DEPARTMENT OF COMMERCE

Issue 9 – April 2023

THE MARYLAND MBDA BUSINESS CENTER CELEBRATED WOMEN'S HISTORY MONTH (MARCH 1st - MARCH 31st)

Maryland MBDA Business Center Celebrates

WOMEN'S HISTORY MONTH

During Women's History Month, we celebrated the countless women who have fought tirelessly and courageously for equality, justice, and opportunity in our Nation. The number of woman-owned businesses has grown significantly over the past few decades and we are starting to see women lead industries that once excluded them from participation. 42% of all businesses in the United States are woman-owned; of which 50% of those are minority-owned.

Approximately 40% of the Maryland MBDA Business Center's clients are Minority Woman-Owned Businesses (MWOB). The impact of minority women can be seen everywhere from groundbreaking research to trending culture. The Center staff is constantly researching and strategizing ways to develop and support MWOBs and is mindful that the work we do builds upon the legacy of both recognized trailblazers and unsung heroines who have guided the course of American history and continue to shape its future.

In Honor of Women's History Month, the Center would like to highlight its Owner/Operator Loretta S. Caldwell, President of L. S. Caldwell & Associates, Inc.:



L. S. Caldwell & Associates, Inc.

L. S. Caldwell & Associates, Inc. (LSC) is recognized as one of the foremost firms in the country specializing in the development, implementation and administration of Contracting, Employment and Community Awareness Compliance Programs.

Founder, President and CEO, Loretta S. Caldwell, has been recognized by a myriad of business and community organizations, for her contributions to economic development programs for small, minority and women owned businesses.

Under her leadership, LSC, Inc. for more than thirty (30) years has been responsible for the research, development and subsequent creation of Contracting and Employment Compliance Programs for major corporations and municipalities which provided billions of dollars in contract opportunities for local, small, minority, disadvantaged and woman-owned firms and thousands of employment opportunities for minorities, woman and residents of impacted communities. Compliance is accomplished using an LSC, Inc. created online monitoring and tracking tool, CÔR (Compliance Online Reporting) specifically developed to capture data associated with projects that require compliance management.

The Maryland Minority Business Development Center is extremely proud of L. S. Caldwell & Associates, Inc. and applauds the leadership and achievements of our Owner/Operator, Loretta S. Caldwell.

For your Contracting, Employment and Community Participation Compliance, Certification and/or Project Management needs, contact L. S. Caldwell & Associates, Inc. www.lscaldwell.com

MARYLAND MBDA BUSINESS CENTER PERFORMANCE SNAPSHOT

The Center is currently in Year Two (2) of its second Five (5) year contract on July 1, 2022. The Business Center has achieved the following successes through Q3 as of **March 31, 2023** by exceeding its goals during the current reporting period.

The Maryland MBDA Business Center has:

- ✓ Serviced over **111 minority-owned businesses**
- ✓ Facilitated **191 capacity building engagements** on behalf of the minority-owned businesses it serves
- ✓ Created more than **338 new jobs** working with our clients

FEDERAL PROCUREMENT PROGRAM

On July 1, 2022 the Minority Business Development Agency Business Center Program began its **Infrastructure Investment and Jobs Act (IIJA) Federal Procurement Supplement Program**. In alignment with the Administration's priority of equity in Federal procurement executive orders, directives, and initiatives, the overarching objective of the supplemental funding is to enable MBDA's Business Centers to swiftly and effectively support Minority Business Enterprises (MBEs) across the country to capitalize on historic procurement opportunities stemming from the Infrastructure Investment and Jobs Act (IIJA) and other large federal investments.

This program focuses on the following services: MBE IIJA opportunity readiness, proposal support, joint venture agreements, network coordination, and local intelligence liaising. The program period is from July 1, 2022 – June 30, 2023.

FEDERAL PROCUREMENT READINESS ACCELERATOR PROGRAM

The **Maryland MBDA Business Center's partnership with Govology** provides its clients with **FREE ACCESS** to successfully prepare for, identify, capture and perform government contracts through Govology's **Federal Procurement Readiness Accelerator Program**; a nine (9) week structured, outcome-driven, online learning program that combines training, hands-on activities, group coaching, and individual support. Participants will learn how to build capacity through teaming and advanced capture strategies.

Please reach out to the Maryland MBDA Business Center for a **special discount code** to take advantage of this opportunity if your firm is interested in participating in IIJA opportunities and would like to receive technical support as it relates to MBE readiness.

****THE NEXT ACCELERATOR COHORT BEGINS ON MAY 1, 2023****

REGISTER HERE: <https://govology.com/federal-procurement-readiness/>
[Should you have issues with registration please contact ebarnard@govology.com]

PROGRAM PARTICIPANT TESTIMONIALS:

"The Federal Procurement Readiness Accelerator training has been beyond my expectations. I've gained much knowledge and understanding regarding the federal procurement process. It's been a humbling, yet empowering experience. The sessions have reminded me that: doing the necessary research is important, presenting my business in excellence is necessary, having the patience to learn is for my benefit and acquiring the necessary skills to grow helps my business. Being able to seek assistance from experts can help me reach my desired levels of success in business. Going through this training has not only opened my eyes on how to do business with the government, but it's helped me become a better business-owner in all. Thanks Govology!"

Erica Holmes, Founder
It's Bigger Than Me
www.itsbiggerthanme.com

"Sheila Lee & Associates Learning Everywhere is an international organizational development training firm that specializes in increasing individual effectiveness while achieving mission critical goals. Although we have been in business for years we have found the Govology program invaluable. As a Federal Government contractor, it is imperative to stay abreast on how the feds do business and what they are buying."

Sheila Lee, CEO
Sheila Lee & Associates Learning Everywhere
www.learningeverywhere.com

"I am grateful for being selected for the Govology Federal Readiness Accelerator Program. This program has provided excellent knowledge of business readiness and an understanding of the process of preparing, marketing and capturing business with government and even commercial agencies. The coaching is excellent by the team (David and Ashley) and the wealth of tools and guidance have helped us structure our company to capture work today. I have already recom-mended this program to another business owner starting a consulting company. Thanks again for the opportunity!"

Gregory Tullis, CEO
Tullis Strategic Solutions LLC
www.tullisstrategic.com

ELITE RESOURCE PARTNER (ERP) PROGRAM

The Maryland MBDA Business Center is identifying **Finance and Procurement Sector Resource Partners** to participate in our **Elite Resource Partner Program** to whom we may refer on a consistent basis. The Center is seeking firms that are reliable and have a vested interest in providing access to capital and procurement opportunities to Business Center Clients. The Elite Resource Partner Program is yet another excellent programmatic initiative to advance the growth and sustainability of MBEs nationwide.

If you are a minority business enterprise seeking funding opportunities and more advantageous financial resources, or if you are a financial organization seeking to assist MBEs with accessing capital, allow the Maryland MBDA Center ERP to help your company and/or organization in meeting those goals. **MBE Financing Opportunities include: Accounts Receivable, Business Loans, Bridge Loans and Construction Loans, Equipment Financing, Line of Credit, Mezzanine Financing (Debt & Equity Financing), Mortgages and more. Learn more by visiting our MBE Financing tab: Elite Resource Partner Referral Program - Maryland MBDA Business Center (marylandmbdacenter.com)**

For those seeking to participate as a Procurement Elite Resource Partner, please contact Senior Business Development Specialist, Gary Moore: gmoore@marylandmbdacenter.com.

BUSINESS CENTER EVENTS

ProcurementCONNECT Series:

The Maryland MBDA Business Center regularly hosts **ProcurementCONNECT Series**, a **Premier Invitation Only** event that pairs Center clients with Procurement Officers and decision makers from government agencies, corporations and institutions, referred to as Center "Resource Partners" with "real-time, current and specific" procurement opportunities. This Series has proven to be successful over the course of the MBDA program as Center Resource Partners continue to utilize the Center to identify and vet viable minority businesses to participate in their procurement opportunities.

ProcurementCONNECT hosts have included: *Harkins Builders, Maryland Department of General Services, Montgomery County Office of Procurement, Skanska and more.*

Webinar Series:

The Center also conducts monthly webinars as a part of its **Webinar Series** on various topics supporting high growth MBEs. **Upcoming hosts include:** U. S. International Trade Administration (ITA), U. S. Small Business Administration (SBA) and Global Services Inc.

CORE BUSINESS SERVICES

Access to Capital
Identification of domestic and global financing opportunities, equity financing, brokerage of financial transactions, merger and acquisitions.

Access to Contracts
Identification of procurement opportunities, solicitation analysis, bid and proposal preparation, negotiation and closing, research contract award histories.

Access to Markets
Government sector assistance, private sector contract identification, specialized Federal, State and Local certification assistance and market research assistance.

Strategic Business Consulting
Sales consulting and forecasting, market feasibility studies, operations management and quality control, bid preparation, construction bonding and facility leasing.

Events and Training
Procurement series, monthly webinar series, strategic partnership events and federal procurement education and training.

ABOUT THE MARYLAND MINORITY BUSINESS DEVELOPMENT AGENCY, BUSINESS CENTER

Funded by the U.S. Department of Commerce Working on behalf of the nation's 9.7 million minority-owned firms there are thirty-six (36) Business Centers throughout the country.

VISION

Economic prosperity for minority business enterprises.

MISSION

The U.S. Department of Commerce, Minority Business Development Agency (MBDA) is the only federal agency solely dedicated to the growth and global competitiveness of minority business enterprises.

WHO WE SERVE

Our clients are U.S. minority business enterprises (MBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders.

MBEs are fast-growing, innovative and represented in every industry sector in the United States. Minority-owned firms directly contribute to the U.S. economy and account for the creation of millions of U.S. jobs.

MARYLAND MBDA BUSINESS CENTER STAFF

Gianna Hylton
Director

Ghylton@marylandmbdacenter.com

Gary Moore
Senior Business Development Consultant

Gmoore@marylandmbdacenter.com

Marquelle Miller
Business Development Consultant

Mmiller@marylandmbdacenter.com

David Neal
Business Development Specialist

Federal Procurement Program
Dneal@marylandmbdacenter.com

MARYLAND MBDA BUSINESS CENTER

One North Charles Street
Suite 707
Baltimore, Maryland 21201
667.303.3530 (Office)
410.375.6747 (Text)
www.marylandmbdacenter.com

L. S. CALDWELL & ASSOCIATES, INC.

Maryland MBDA Center – Owner/Operator:
32+ years Successfully providing Contracting, Employment and Community Awareness Participation Compliance
202.587.7800
www.lscaldwell.com



KEY DATES

Keep Up to Date with the Business Center's Upcoming Events

[Click Here to View Calendar](#)