

# QUARTERLY NEWSLETTER

Issue 10 – July 2023

The Maryland MBDA Business Center recently attended the U.S. Department of Commerce, Minority Business Development Agency's National Training Conference in New Orleans, Louisiana where the theme was "REFRESH. RESET. REFOCUS. Taking MBDA to the NEXT LEVEL."



As we closed out program year two (2), The U.S. Department of Commerce for Minority Business Development's first ever **Under Secretary, Donald R. Cravins**, and newly appointed **Deputy Under Secretary, Jessica G. Cavazos**, led the conference in Cravins' hometown of New Orleans, Louisiana. Their passion and commitment for growing minority businesses was obvious and prevailed as discussions excitedly focused on policy, advocacy, MBDA strategic alliances and Business Center best practices to better serve the nation's minority business enterprises. The MBDA National Network of Business Centers began program year three (3) on July 1, 2023. For the latest information on MBDA programs and announcements, please visit [www.MBDA.gov](http://www.MBDA.gov).

## SPECIAL CLIENT HIGHLIGHT



The Maryland MBDA Business Center is saddened to report Jose Gaud Ortiz, CEO, of Allstate Floors & Construction died in a biking accident in Puerto Rico on April 14, 2023; he was 53 years old. Jose Ortiz was the former business partner for over fourteen (14) years, of the Center's Senior Business Development Specialist, Gary Moore. Gary Moore and Jose Ortiz maintained their friendship for almost 30 years;

*"He was one of the most tenacious, fearless and hardworking people I've known. He was truly an overall lover of life! His love of people and a belief that you could be anything you wanted in life showed in his creation of his Washington, DC based non-profit Run, Hope, Work, a Workforce Development organization. Jose was a powerful inspiration to our forgotten youth and to those, like me, who have simply had their own challenges in life. Jose, my dear friend, will be missed by many and forgotten by none." - Gary Moore*

For those interested in learning more or making a donation to continue Jose Ortiz's workforce development initiative, you may do so through the following link: [Donate - Run Hope Work](#)

**Allstate Floors** is a commercial flooring company that has been serving the Washington, DC and Maryland areas for over 25 years. They specialize in providing flooring solutions for commercial properties, including office buildings, hospitals, schools, retail stores, and more. Allstate Floors offers a wide range of flooring options, including carpet, hardwood, vinyl, and tile, and they also provide purchasing, installation, repair, carpet storage, and flooring maintenance services.

The company is known for its commitment to quality and customer service; working closely with their clients to ensure that their flooring needs are met on time and within budget. Allstate Floors has a team of experienced and knowledgeable professionals who are dedicated to providing the highest level of craftsmanship and attention to detail. They use the latest technology and techniques to ensure that their installations are both durable and aesthetically pleasing. Allstate Floors is a trusted and reliable partner for anyone in need of commercial flooring solutions in DC and Maryland and will continue its operation under Allstate Floors' new President, Brooks Newman. [www.allstatefloors.com](http://www.allstatefloors.com)

## MARYLAND MBDA BUSINESS CENTER PERFORMANCE SNAPSHOT

The Business Center achieved the following successes in program year two (2) as of **June 30, 2023 by exceeding its goals in the following categories.**

The Maryland MBDA Business Center has:

- ✓ Serviced over **157 minority-owned businesses**
- ✓ Facilitated **191 capacity building engagements** on behalf of the minority-owned businesses it serves
- ✓ Helped our clients **create more than 400 new jobs**
- ✓ Assisted in **increasing profits for over 150 MBEs**

## 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.**

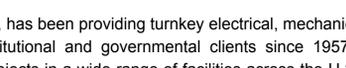
## THE MARYLAND MBDA FEDERAL PROCUREMENT READINESS ACCELERATOR PROGRAM

Under the Federal Procurement Program, the **Maryland MBDA Business Center's partnership with Govology** provided 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 combined **training, hands-on activities, group coaching, and individual support**. Over fifty (50) MBEs graduated the Federal Procurement Accelerator Program where they learned how to build capacity through teaming and advanced capture strategies. **FEDERAL PROCUREMENT PROGRAM PERFORMANCE SNAPSHOT as of June 30, 2023:**

The Maryland MBDA Federal Procurement has:

- ✓ Serviced over **50 minority-owned businesses**
- ✓ Assisted with creating over **18 proposals and teaming arrangements**
- ✓ Assisted with over **24 varied Minority Business Enterprise (MBE) certifications**
- ✓ Assisted MBEs in developing over **24 capability statements**
- ✓ Facilitated over **4 B2G events connecting minority businesses with federal and state agencies regarding procurement opportunities**
- ✓ Assisted in the award of over **\$750 million in contracts**

## FEDERAL PROCUREMENT CLIENT HIGHLIGHT & SUCCESS STORY



AmerInd, a certified SBA 8(a), has been providing turnkey electrical, mechanical and design-build construction services to commercial, institutional and governmental clients since 1957. Their talented in-house team has successfully executed projects in a wide range of facilities across the U.S. They consistently partner with agencies to implement solutions that help them improve infrastructure, obtain efficiencies, and achieve energy goals. AmerInd has the expertise to handle the complex and unique needs of any federal agency.

President Jordan L Beard has over twenty years of experience in the field as a third generation of family leadership to work within the electrical wholesaler distributorship, specializing in electrical supplies. He directs the management of AmerInd, lending assistance in matters of labor relations, and continually re-evaluating inventory levels to ensure AmerInd maintains its reputation of being the supply house to carry all the hard to find items while balancing holding and capital costs.

AmerInd faces unique challenges being new to the federal contracting spaces they are competing in, a small-business with less than 15 employees, and a Native American-owned company that is not tribal. While facing said challenges, AmerInd has proven their expertise by successfully bringing in revenues of \$4mil in the past three years and are on target to bring in \$8 mil of revenue in 2023.

The Maryland MBDA Federal Procurement Program had the pleasure of assisting AmerInd navigate the federal market space, through one-on-one consultations and training, securing a **\$2 BILLION contract with the General Services Administration**, for the supply and installation of Electric Vehicle charges for the federal government fleet.

## OPPORTUNITIES CORNER

### Electric Vehicle (EV) Charging Stations mean opportunity for Minority Businesses

Between ambitious federal clean energy policies, pledges by automotive companies to transition to zero-emission vehicles, and accelerating consumer demand for EVs, analysts have projected that by 2030, EVs could account for 30–42 million light-duty vehicles on the road. Now National Renewable Energy Laboratory (NREL) researchers have released **The 2030 National Charging Network: Estimating U.S. Light-Duty Demand for Electric Vehicle Charging Infrastructure**, a quantitative needs assessment for a national charging network capable of supporting the U.S. transition to EVs.

The study was created in collaboration with the **Joint Office of Energy and Transportation (Joint Office)** and the U.S. Department of Energy's Vehicle Technologies Office.

**Please reach out to the Maryland MBDA Business Center for more information regarding EV opportunities.**

## 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 in advocating for 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 an **Elite Resource Partner**, please contact Senior Business Development Specialist, Gary Moore: [gmoore@marylandmbdacenter.com](mailto:gmoore@marylandmbdacenter.com).

## BUSINESS CENTER EVENTS

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, Maryland Live!, Skanska Sodexo Live! and dozens more.

The Center also conducts monthly webinars as a part of its **Webinar Series** on various topics supporting high growth MBEs. **Upcoming topics include:** The importance of patents and trademarks, preparing to sell your business, Davis Bacon restitution, GSA Schedules and more.

## 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 procurement 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

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## 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](http://www.lscaldwell.com)



## MARYLAND MBDA BUSINESS CENTER

The Maryland MBDA Business Center located in Baltimore, Maryland is owned and operated by L. S. Caldwell & Associates, Inc. (LSC). The Center is part of a national network of funded Centers located in major cities throughout the U.S. and works with various resources to increase access to financing, contract opportunities and creation and retention of jobs for minority businesses. For the latest information on MBDA programs and announcements, please visit [www.MBDA.gov](http://www.MBDA.gov).

## KEY DATES

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

[Click Here to View Calendar](#)