

QUARTERLY NEWSLETTER

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

Issue 8 – October 2022

U.S. DEPARTMENT OF COMMERCE APPOINTS FIRST UNDER SECRETARY FOR MINORITY BUSINESS DEVELOPMENT



Mr. Donald "Don" R. Cravins, Jr. serves as the first *Under Secretary of Commerce for Minority Business Development* where he leads the Minority Business Development Agency (MBDA) in its service of the nation's 9.7 million minority business enterprises. After more than 52 years in existence, in 2021 President Biden signed the Minority Business Development Act of 2021 expanding and making permanent MBDA as the United States' newest federal agency. Under Secretary Cravins was unanimously confirmed by the United States Senate on August 4, 2022.

Mr. Cravins holds a Bachelor of Arts in Political Science from Louisiana State University and a Juris Doctor from the Southern University Law Center. In 2004, he was elected to the Louisiana House of Representatives and in 2006 elected to the Louisiana State Senate. Following Hurricanes Katrina and Rita, Mr. Cravins served as a voice and champion for business owners, assisting with navigating the challenges related to recovery and rebuilding.

In January 2009, Mr. Cravins left the Louisiana Legislature to serve as Staff Director and Chief Counsel for the United States Senate Committee on Small Business and Entrepreneurship. In January 2013, he became the Chief of Staff to United States Senator Mary L. Landrieu of Louisiana. Since leaving the United States Senate in 2015, Mr. Cravins has served in key executive positions for some of America's largest non-profit and for-profit corporations, including the National Urban League. As one of the Nation's preeminent Civil Rights Organizations, Mr. Cravins led the National Urban League's entrepreneurial initiatives and spearheaded its corporate Diversity, Equity, and Inclusion program.

In addition to serving as Under Secretary, Mr. Cravins is a United States Army Major in the District of Columbia Army National Guard Judge Advocate General (JAG) Corps.

Read full bio and announcement via [Donald R. Cravins Jr. | Minority Business Development Agency \(mbda.gov\)](https://www.mbd.gov)

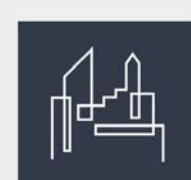
MARYLAND MBDA
BUSINESS CENTER CELEBRATES

HISPANIC HERITAGE MONTH

The Maryland MBDA Business Center celebrated "*National Hispanic Heritage Month*" September 15th – October 15th.

National Hispanic Heritage Month is a celebration of the histories, cultures and contributions of the Hispanic Heritage. Hispanic Americans are the largest ethnic-racial group in the United States and have a massive impact on the economy. Hispanics are also 30.6% more likely to own their own business than any other US citizen. The Maryland MBDA Business Center recognizes this impact and does its part to support their growth and sustainability. We are currently supporting over twenty (20) Hispanic businesses and strive to be a resource to as many Hispanic owned firms as possible.

In Honor of National Hispanic Heritage Month, the Center would like to highlight some of its Hispanic clients represented in various industries:



ALLSTATE FLOORS

Allstate Floors:

With over two (2) decades of experience, Allstate is a full-service flooring contractor specializing in carpet, carpet tile, ceramic tile, hardwood, stone, marble and resilient flooring in commercial settings. Allstate Floors is located in Jessup, Maryland. [allstatefloors.com](https://www.allstatefloors.com)

The Calpro Group:

Based in Northwest Washington, DC, the Calpro Group has twenty-five (25) years of experience in providing full-service consulting and management for a wide range of events, from balls and galas to trade shows and conferences, at Convention Centers in major cities throughout the United States. [thecalprogroup.com](https://www.thecalprogroup.com)



Tito Contractors, Inc.:

founded in 1979, has an outstanding track record and excellent reputation in General Contracting and Construction Management. It has successfully completed projects for Towson State University, the Baltimore City Public School System, Federal Bureau of Investigation and others. Tito Contractors, Inc. is located in Northwest Washington, DC. [titocontractors.com](https://www.titocontractors.com)

MINORITY ENTERPRISE DEVELOPMENT (MED) WEEK



The Minority Business Development Agency hosted the 39th Annual National MED Week Conference held September 18th – September 24th in Washington, DC. The 2022 MED Week theme was "**Power in CAPITAL. Strength in EQUITY.**" U. S. Department of Commerce and MBDA Appointees, Leaders, Business Centers, Minority Business Advocates and MBEs gathered to discuss the state of minority business, MBE resources, legislation and opportunities under the Infrastructure Investment and Jobs Act (IIJA). The Maryland MBDA Business Center was one of nineteen (19) Centers, amongst thirty-six (36) awarded the "*Century Club Award*" at the for its outstanding performance during Program Year One (1) ending June 30, 2022. In addition, Center Director Gianna Hylton led discussions on "Client Engagement & Strategic Partnerships" during MBDA's National Training Breakout Sessions where all thirty-six (36) Business Centers gathered for MED Week.

MARYLAND MBDA BUSINESS CENTER PERFORMANCE

The Center entered year Two (2) of its second Five (5) year contract on July 1, 2022. The Business Center has achieved the following successes through Quarter One as of **September 30, 2022:**

- The Maryland MBDA Business Center has serviced over **188 new minority-owned businesses.**
- With the help of the Maryland Center, our Clients have **created more than 250 new jobs.**
- The Center has also facilitated over **340 capacity building engagements** on behalf of the minority-owned businesses it serves.

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.

Contact the Maryland MBDA Business Center if your firm is interested in participating in IIJA opportunities and would like to receive technical support as it relates to MBE readiness.

BUSINESS CENTER EVENTS

ProcurementCONNECT Series:

The Maryland MBDA Business Center held thirteen (13) **ProcurementCONNECT Series**. The Center's **Premier Invitation Only** event, 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 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: AMTRAK, Turner Construction, U.S. Department of Veteran Affairs, Whiting Turner and more.

Webinar Series:

The Center, to date, has also held eleven (11) webinars as a part of its **Webinar Series** on various topics high growth MBEs. Hosts included: Not Another Goal Consulting Company (Operations Infrastructure, Process Improvement and Leadership Development & Business Coaching), Obsidian Planning Solutions ("The Millionaire Mindset"), U.S. Small Business Administration, International Trade Agency-International Trade & Commerce 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 history.



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 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

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

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L. S. CALDWELL & ASSOCIATES, INC.

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

KEY DATES

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

[Click Here to View Calendar](#)