



Issue 11 — October 2023

MBDA CELEBRATES MED WEEK'S 40TH ANNIVERSARY



The Maryland MBDA Business Center, under the leadership of the U. S. Department of Commerce, Minority Business Development Agency celebrated the **2023 National Minority Enterprise Development Week** which took place as part of the NMSDC Conference in Baltimore, MD October 22 – 25, 2023 celebrating 40 years. MBDA participated in NMSDC activities throughout the week such as their receptions, Business Opportunity Exchange, NMSDC Theater and the Awards Ceremony. We celebrate this wonderful network and the **40th Anniversary of National Minority Enterprise Development Week!**

What's **NEW!**

MBDA RURAL MBE SUPPLEMENT PROGRAM

*The Maryland MBDA Business Center, in partnership with the **Maryland Business and Clergy Partnership** (MBCP) headquartered in La Plata, Maryland, will implement a program specifically to support Minority Business Enterprises in rural areas in alignment with the Biden-Harris Administration's priority of providing technical assistance to Rural Minority Business Enterprises (RMBE).*

Overall, the RMBE program will provide supportive services to RMBEs with a particular emphasis on strengthening the entrepreneurial ecosystem and support for RMBEs regarding Broadband internet accessibility and adoption; digital literacy skills; leveraging e-commerce; securing financial capital; securing public and private contracts; facilitating entrepreneurship in rural areas; creating jobs in rural areas; the promotion of agriculture; climate adaptation; helping RMBEs meet gaps in the supply chain of critical supplies and essential goods and services for the United States; improving the connectivity of rural businesses through transportation and logistics; and any other issue relating to the unique challenges faced by RMBEs.

The Maryland MBDA Business Center RMBE Program will work with businesses located in Charles County and seventeen (17) other rural counties which collectively exceeds two hundred thousand (200,000)

RMBEs including Allegany, Clave, Caroline, Carroll, Cecil, Dorchester, Frederick, Garrett, Harford, Kent, Queen Anne's, Somerset, St. Mary's, Talbot, Washington, Wicomico and Worcester Counties.

The MBDA Rural MBE Supplemental Program will begin November 2023 and continue through June 2024. For more information, please contact the Business Center at [667.303.3530](tel:667.303.3530).

2024 MARYLAND MBDA GRANT SYMPOSIUM

The Maryland MBDA Business Center will host an upcoming Grant Symposium for minority-owned businesses seeking **grants of all sizes!** The event will feature private sector and federal, state and county specific grant programs designed to support and/or off-set owner costs and promote business growth and sustainability. Participants will also have the opportunity to attend workshops throughout the day that assist in accessing and supporting grants. Workshop will include topics such as "Grant Writing", "Tax Implications for Grant Recipients", "Human Resources and Staffing – How to Get Ready", and more!

If your firm or organization is interested in participating, please contact the Business Center for upcoming event details at [667.303.3530](tel:667.303.3530).

Partnerships that WORK!

ELITE RESOURCE PARTNER (ERP) PROGRAM

The Maryland MBDA Business Center is actively identifying **Finance** and **Procurement Sector Resource Partners** to participate in our **"Elite Resource Partner Program"** to whom we refer MBEs 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 effort 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 expand your pool of qualified candidates seeking capital, allow the Maryland MBDA Center's ERP Program to assist 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 Website Financing tab: [Elite Resource Partner Referral Program - Maryland MBDA Business Center \(marylandmbdacenter.com\)](https://marylandmbdacenter.com)**

For those seeking to participate as an "Elite Resource Partner," please contact *Senior Business Development Specialist, Gary Moore:* gmoore@marylandmbdacenter.com or (P) [667.303.3530](tel:667.303.3530) to learn how your organization can benefit from the ERP Program, meet minority participation goals and/or expand your capital portfolio.

Get CONNECTED!

MONTHLY BUSINESS CENTER EVENTS

Is your business seeking to be connected with procurement opportunities, available resources and other businesses? Learn how your business can benefit from the Center's monthly B2B 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 exclusive participant Series has proven to be successful over the course of MBDA program years as Center Resource Partners continue to utilize the Center to identify and vet viable minority businesses to participate in their procurement opportunities.

ProcurementCONNECT collaborators include all trades from construction, insurance, food service, etc. A few participants Resource Partners: Harkins Builders, 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. **Topics cover:** U.S. Patent and Trademark Office Resources, Maryland State and Casino Funding, Special Products for Small Businesses (Finance Sector), Artificial Intelligence (AI) and more.

About MBDA!

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.

For the latest information on MBDA programs and

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, 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 forty-six (46) 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.

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

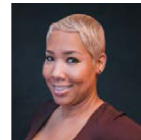
Our clients are U.S. minority business enterprises (MBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders averaging over \$500 Million annually in gross sales.

MBEs are fast-growing, innovative and represented in every industry sector in the United States. Minority-owned

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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

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www.lscaldwell.com



announcements, please visit
www.MBDA.gov.

firms directly contribute to the U.S. economy and account for the creation of millions of U.S. jobs.

KEY DATES

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

[Click Here to View Calendar](#)

Maryland MBDA Business Center Newsletter

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