

Issue 12 — January 2024



What's NEW!



#### The RMBE Team



Lisa Ellis Rural MBE Outreach Coordinator lellis@marylandmbdacenter.com



David Neal Business Development Specialist dneal@marylandmbdacenter.com

### **New Client SPOTLIGHT!**



<u>www.itrusthcm.com</u>

We wish iTrust Human Capital Management much SUCCESS in 2024 and years to come!

# Special EVENTS!



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Each year, the government spends billions of dollars purchasing goods and services from businesses. Through certification, businesses gain access to contracts, sub-contracts, the ability to joint-venture and a leveled playing ground designed for certified firms. Without certification, many of these opportunities would not be available. Failing to become certified is the equivalent of winning the lottery and never collecting the funds.

L. S. Caldwell & Associates, Inc. (LSC), Owner/Operator, Maryland MBDA Business Center, continues to encounter businesses which are missing opportunities and benefits by not being certified. Additionally, a number of businesses are certified but have not obtained all of the certifications they are eligible for nor expanded their base by becoming certified in other jurisdictions where the firm does or wants to de businesses. wants to do business.

LSC is most known for its services over the past thirty-three (33) years providing **Contracting**, Employment and Community Awareness Participation Compliance Services however, LSC also offers business certification services for those seeking to gain more work, increase income and do business with local, state, and the federal government.

LSC has proven experience assisting clients in becoming certified while eliminating the stress of learning program requirements, providing correct documents, delivering an accurate and hassle-free submission, and ensuring our clients successfully reach the finish line. LSC's certification services include a free thirty-minute need and eligibility consultation, start to finish application processing, and includes:

- Application Completion
- Review and analysis of supporting documentation for compliance, sufficiency, and accuracy
- . Ongoing consultation services through the application process and
- Pre-site visit assistance (if applicable)

Schedule Your No Obligation Discussion with an LSC Certification Subject Matter Expert: Click here, <u>Calendly - L. S. Caldwell & Associates, Inc.</u>, to schedule a call, OR

Call: 202.587.7800 / Email: Certifications@lscaldwell.com

LSC is committed to assisting, supporting, and enabling businesses to become certified and succeed by taking their business to the next level; helping them to become recognized and continue to advance forward!



## **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

# 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 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 iobs for 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

# MARYLAND MBDA BUSINESS CENTER STAFF

Gianna Hviton Director



Ghylton@marylandmbdacenter.co

#### Garv Moore Senior Business



Gmoore@marylandmbda

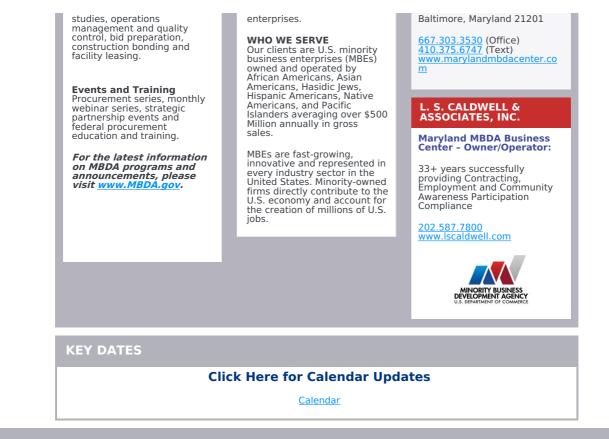
#### Ashleigh Griffin Office Manager



Agriffin@marylandmbdacenter.com

# MARYLAND MBDA BUSINESS CENTER

One North Charles Street Suite 707



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