

QUARTERLY NEWSLETTER

Issue 14 — August 2024

What's NEW!

U.S. DEPARTMENT OF COMMERCE
Minority Business Development Agency (MBDA)
Launches New Branding
New Look, Same Trailblazing Vision



In July, the Minority Business Development Agency (MBDA) announced their new logo and first-ever official seal!

The new MBDA emblem, with its dynamic arrows, represents the upward mobility and resilience of minority business enterprises. These arrows symbolize the relentless ambition and drive that propel minority enterprises to new heights. The arrows also signify how people, programs, and policies create a thriving ecosystem to ignite change and light the way for entrepreneurship.



The Agency's first-ever seal exemplifies the American trailblazing spirit. Each element tells the story of past, current, future entrepreneurs that help sustain communities, ignite innovation, and bolster the U.S. economy.

- The gold circle represents a turbine engine, energy, and integration.
- The light rays symbolize new horizons, prosperity, and hope.
- The eagle crest represents strength, freedom, scale, growth, and unity.
- The establishment date of 1969 indicates the legacy of the Agency.

MBDA Business Centers at WORK!

The **Maryland MBDA and Rural Business Centers**, Owned & Operated by **L. S. Caldwell & Associates, Inc.** reported the following program activities on **Monday, 19th, 2024** in its annual report to the **U. S. Department of Commerce, Minority Business Development Agency (MBDA)**:

MARYLAND MBDA BUSINESS CENTER

The *Maryland Business Center* closed out its second term third (3rd) program year on June 30, 2024 and achieved an overall outstanding score of **108.94 points** for the following performance goals:

- Number of Jobs: **2,977**
- Number of MBEs Served: **152**
- Capacity Building Engagements: **151**
- Gross Revenues Generated: **\$202.5M**

MARYLAND RURAL BUSINESS CENTER

The *Maryland Rural Business Center* program ends on August 31, 2024 and has excelled in the following categories:

- Number of Customers Reached: **2,070**
- Number of Rural MBEs Served: **202**
- Number of RMBEs Formed or Scaled: **30**
- Number of Strategic Alliances: **15**
- Number of Opportunities Matched & Referrals Provided to RMBEs: **127**
- Value of Financing, Capital & Bonding: **\$6.95M**

Maryland Rural Business Center Service Area:

Allegany, Caroline, Carroll, Cecil Charles, Calvert, Dorchester, Frederick, Garrett, Harford, Kent, Queen Anne's, Somerset, St. Mary's Talbot, Washington, Wicomico and Worcester

New Client SPOTLIGHT!

THE MARYLAND MBDA BUSINESS CENTER WELCOMES



Melissa Muhammed, President



Company Overview

Melissa Muhammad is an International Tax Attorney who specializes in helping international businesses operate worldwide. She is the Founder of the Black & Global Business Network.

For twenty (20) years, she has lived and worked in different countries focused on the taxation of multi-national corporations. She travels to numerous countries negotiating billion-dollar transactions and has trained tax officials in over one hundred fifty-three (153) nations.

Black & Global Business Network hosted an informational webinar for the Maryland MBDA Business Center in June, 2024 attended by over fifty (50) minority business enterprises seeking business opportunities overseas. Melissa Muhammad, covered topics such as, "*How to Tap into International Markets*", "*Gain Access to Customers Worldwide*" and "*How to Achieve Growth and Expansion Globally*". Black & Global began its sixteen (16) week "**Black & Global Momentum Export Incubator**" cohort on August 6, 2024, with over twenty (20) participants. Participating companies are trained in the application process of the Global Diversity Export Initiative under the International Trade Agency (ITA).

The cohort works in two phases as described below:

Phase 1 Cohort Highlights:

- Weekly group coaching sessions
- Dedicated Global Export Virtual Assistant
- Online training modules
- Organize Travel to participants selected countries

Phase 2 Cohort Highlights:

- Receive THREE (3) Virtual International B2B matchmaking sessions with foreign buyers
- Complete MBE Certification

We wish Black & Global Business Network and its clients much SUCCESS in their global endeavors!

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 Socially and Economically Disadvantaged Enterprises (S/EDBE) 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 S/EDBEs nationwide.

If you are a Socially and Economically Disadvantaged 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 Business Center’s ERP Program to assist your company and/or organization in meeting those goals. **S/EDBE Financing Opportunities include:** *Accounts Receivable, Business Loans, Bridge Loans, Construction Loans, Equipment Financing, Line of Credit, Mezzanine Financing (Debt & Equity Financing), Mortgages and more.* **Learn more by visiting our S/EDBE Website 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 or (P) 667.303.3530 to learn how your organization can benefit from the ERP Program, meet Socially and Economically Disadvantaged participation goals and/or expand your capital portfolio.

PARTNERS:



GOVOLOGY



L. S. Caldwell & Associates, Inc.



HARKINS

SKANSKA

Owner/Operator's CORNER!

MINORITY BUSINESS COMPLIANCE REPORTING

L. S. Caldwell & Associates, Inc. (LSC) has been observed as one of the foremost full-service compliance firms specializing in Contracting, Employment and Community Awareness Participation Compliance aka Diversity, Equity and Inclusion (DEI) Program Development in the United States. Corporations and public agencies have found it beneficial to utilize LSC’s technical expertise and wealth of resources to help create and implement a variety of business development support services that complement compliance implementation, monitoring tracking and reporting all in response to relevant local, state and federal compliance requirements.



Those services include:

- Negotiating and reviewing local, state and federal contracts for contracting and employment compliance. Working with various major projects, i.e. AMTRAK/AECOM Frederick Douglas and Hampton Roads Sanitary District projects to assist in developing compliance requirements/procedures for primes and subcontractors.
- Analyzing project budgets to determine opportunities for targeted firms’ participation, i.e. The District of Columbia’s CBE program where LSC supports Developers/GC’s in identifying opportunities not available for subcontracting.
- Tracking/monitoring and project goal analysis through the implementation of LSC’s private compliance monitoring and tracking software, “Compliance Online Reporting” CÔR System. Created and developed by LSC, refer to the previous newsletter Issue 13 for additional information.
- M/WBE/DBE/SBE/LBE, 8(a) etc. Certifications for companies. Responsible for assisting firms in accessing protected class certification programs, LSC provides a free 30 minute assessment.
- Mentoring, Contractor Colleges are just a few programs created by LSC for major firms e.g. Turner Construction College, BWI Airport, DC Water & Sewer.
- Varied outreach programs for 10 to 1200 businesses/residents. Producing outreach events to attract local residents and companies to meet contracting and employment goals.
- Implementing technical assistance workshops on behalf of major projects to enhance business development for businesses, i.e. accessing bonding, employment recruitment, business operations, proposal writing, etc.
- Workforce training/development programs that include specialty Alternate Workforce Development (AWP) programs targeted job training and in-house employee assistance programs (EAP)
- Job Center program creation and management. Development and implementation of Job Centers strategically located within urban areas to assist local residents to easily access job info

- Employment and contractor databases, document development. Creation of compliance documents for various programs; maintaining business, organizations, job training and varied government databases to support outreach efforts and
- An endless array of contractor and employment assistance Programs, etc.

L. S. Caldwell & Associates, Inc. has extensive knowledge and experience as business development specialists working with varied protected class firms, organizations and residents in the greater Washington D.C. Metropolitan Area and many other not-for-profit, private sector and local, state and federal government agency programs throughout the Northeast Corridor.

With Corporate offices in Washington DC and branch firms in Maryland and Pennsylvania we are a known leader in the compliance industry. LSC has been responsible for interacting with client representatives, legislators and agency directors to ensure program successes are known, and project issues as contractually required are properly implemented. Our decades of expertise continue to provide unique insights to the importance of varied and in-depth compliance techniques.

LSC is well known for our history of identifying and working collaboratively with community leaders, community-based training organizations, Trade Unions and other stakeholders with diverse but critical interests in the success of major Projects. We have years of successes and recognition of our work on projects ranging from \$5ML to \$30BL. Our portfolio over the years holds construction and non-construction projects of various sizes and complex compliance requirements, some of which include the Woodrow Wilson Bridge, City Center DC, Stanton Square Apartments, BWI Airport, Medstar DC, DC Water.

LSC plans and executes outreach events directed at common themes that allow groups to recognize the value of working together in support of projects. The outcome of LSC's Community and Stakeholder Outreach Programs help to create additional economic development opportunities for neighboring communities.

For further information on L. S. Caldwell & Associates, Inc. and its services please visit www.lscaldwell.com or call the corporate office at 202.587.7800.

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 and B2G 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 S/EDBEs to participate in their procurement opportunities. ProcurementCONNECT Series include procurement opportunities in all trades including construction, insurance, food service, information technology, medical staffing and much more! Upcoming ProcurementCONNECT Series will include Skanska Construction and the Department of Veteran Affairs, Veterans Health Administration.

The Center also conducts informative workshops as a part of its monthly **Webinar Series** on various topics supporting high growth S/EDBEs. **Recent topics covered:** "Innovative Personal & Business Banking, Commercial Banking & Payment Systems", hosted by Main Street Bank; "Secrets of Finance Contracting Revealed!" hosted by The Watson Group; "AI Tools for Your Business Part II" hosted by AI Business Consulting and more.

Special EVENT Update!

GRANT SYMPOSIUM ANNOUNCEMENT



Maryland MBDA Business Center 2024 Grant Symposium



"Bridging the GAP between Minority Business Enterprises and Grant Dollars!"

The Maryland MBDA Business Center announced it will host an upcoming virtual **Grant Symposium, the first of its kind!** The Center has identified over **one hundred (100) grantors** allowing socially and economically disadvantaged enterprises (S/EDBE) access to grants, which are untapped resources, of all types and sizes. The Grant Symposium aims to provide a platform for S/EDBEs to access capital, business resources, build networks, and gain insights crucial to their success, **"Bridging the GAP between socially and economically disadvantaged enterprises AND Grant Dollars!"**

EVENT DETAILS

DATE: Thursday, November 7, 2024

TIME: 8:00AM – 3:00PM

LOCATION: Virtual - www.mbdambc-grants.vFairs.com

TICKETS: \$75 Early bird registration | \$100 Full price

****Early bird registration opens Monday, September 9, 2024 through Tuesday, October 4, 2024. Registration will close on Friday, November 1, 2024.** If your S/EDBE is interested in participating, please contact the Business Center for upcoming event details at 667.303.3530.**

SPONSORSHIP

If your business or organization is interested in participating as an event Sponsor we would be delighted to discuss the available sponsorship levels and tailor a package that aligns with your organization's goals.

Please contact the team member below for sponsorship opportunities:

Tierni Crumity

E: tcrumity@lscaldwell.com

P: 202.587.7800

About MBDA!

MINORITY BUSINESS COMPLIANCE REPORTING

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 announcements, please visit www.MBDA.gov.

L. S. CALDWELL & ASSOCIATES, INC.

Maryland MBDA Business Center – Owner/Operator:

33+ years successfully providing Contracting, Employment and Community Awareness Participation Compliance

202.587.7800 www.lscaldwell.com

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 Socially and Economically Disadvantaged Business Enterprises (S/EDBE), 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 S/EDBEs.

VISION

Economic prosperity for Socially and Economically Disadvantaged 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 Socially and Economically Disadvantaged Enterprises.

WHO WE SERVE

Our clients are U.S. Socially and Economically Disadvantaged Enterprises (S/EDBEs) averaging over \$500 Million annually in gross sales.

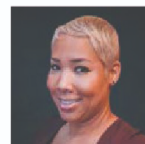
S/EDBEs are fast-growing, innovative and represented in every industry sector in the United States. S/EDBEs directly contribute to the U.S. economy and account for the creation of millions of U.S. jobs.



MARYLAND MBDA BUSINESS CENTER KEY STAFF

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KEY DATES

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

<https://marylandmbdacenter.com/calendar-events>