

QUARTERLY NEWSLETTER

Issue 16 — February 2025

What's NEW!

U.S. DEPARTMENT OF COMMERCE
Minority Business Development Agency (MBDA)



2024 Year In Review



Expanding Public and Private Partnerships

The Minority Business Development Agency's (MBDA) strength comes from its network of collaborators and stakeholders throughout the country who work with the Agency to deliver resources for MBEs and bolster the nation's economic growth and national security. MBDA's network spans across America and continues to grow every year. One way the Agency expands its reach is through Memorandums of Understanding (MOUs), which are collaborations with both public and private sector entities to help leverage organizational strengths and outreach in order to provide the public with enhanced

knowledge and awareness of available programs, resources, networks, technical assistance and federal procurement opportunities.

In 2024, MBDA established MOUs with the following Federal Agencies, and other public and private sector organizations:

- 100 Black Men of America, INC.
- Airport Minority Advisory Council (AMAC)
- Federation of the Binational Chambers of Commerce (FEBICHAM)
- Greater Orlando Aviation Authority
- Heartland Black Chamber of Commerce
- Hispanic Chamber of Commerce of Greater Kansas City
- International Trade Administration (ITA)
- National Alliance for Black Businesses
- National Black Chamber Commerce
- Port of Seattle
- Small Business Majority
- The Black Women's Agenda
- The Council of Negro Women, INC.
- The National Panhellenic Council (Divine Nine Fraternities and Sororities), which are:
 - Alpha Phi Alpha Fraternity, Incorporated
 - Alpha Kappa Alpha Sorority, Incorporated
 - Kappa Alpha Psi Fraternity, Incorporated
 - Omega Psi Phi Fraternity, Incorporated
 - Delta Sigma Theta Sorority, Incorporated
 - Sigma Gamma Rho Sorority, Incorporated
 - Zeta Phi Beta Sorority, Incorporated
 - Iota Phi Theta Fraternity, Incorporated
- The Links, Inc.
- The National Coalition of 100 Black Women, Inc.
- U.S. Black Chambers, Inc.
- U.S. Department of Defense
- Urban Strategies Inc.



Former Deputy Under Secretary Morrissette Travels Across America

MBDA's work is fueled by the communities we serve, which is why last year, Deputy Under Secretary Morrissette traveled across the country to meet with entrepreneurs, industry leaders, and stakeholders. It was clear that people were excited by the historic investment and capital opportunities present for American businesses. But most importantly, our communities are more motivated than ever to break down additional barriers and open added doors for MBEs because the path to prosperity and national security is through an equitable, strong economy.

- ***Economic Opportunity Tour***

- In April 2024, Deputy Under Secretary Morrissette traveled to Atlanta to kick off the first stop of Vice President Kamala Harris' nationwide Economic Opportunity Tour with a panel discussion at the Georgia

International Convention Center. The discussion focused on specific programs and initiatives key agencies have forged to uplift underrepresented communities through economic opportunities.

- Participants included U.S. Department of Treasury Counselor for Racial Equity Janis Bowdler, and U.S. Department of Transportation Under Secretary of Transportation for Policy Christopher Coes. Chair of the Congressional Black Caucus Congressman Steven Horsford (D-NV-04), moderated the panel.
- **Trade Mission to Dominican Republic**
 - In November 2024, MBDA collaborated with the International Trade Administration (ITA) for the GDEI Trade Mission to the Caribbean Region which included the Opportunities for Minority-Led Businesses in the Caribbean Conference. Joann J. Hill, Director, Office of Customer Experience traveled to the Dominican Republic to participate in the Empowering Minority-Owned Small Businesses through Global Trade panel discussion, which encouraged minority business leaders and supporting organizations to discuss resources available in the region and share success stories.
- **Investing in Our Communities: Access to Capital, Contracts and Resources for MBEs Panels**
 - Throughout the year, Deputy Under Secretary Morrisette visited multiple U.S. cities as part of MBDA's *Investing in Our Communities* Tour, including Detroit, Michigan; Miami, Florida; Houston, Texas; New Orleans, Louisiana; St. Louis, Missouri; Kansas City, Missouri; Santa Clara, California; San Antonio, Texas; Cleveland, Ohio; and New York, New York. In each city, MBDA hosted meetings and insightful panel discussions with local business leaders and senior government officials to explore ideas on *Investing in Our Communities*, illuminating contracts and resources to help local MBEs grow and scale. These discussions centered on five key issues, including: 1) contract opportunities and resources available through the federal government, 2) investing in our business communities, 3) access to capital, 4) access to contracts, and 5) U.S. global competitiveness.

For more information on this MBDA's 2024 Year In Review, visit [2024 Year In Review | Minority Business Development Agency](#).

Maryland MBDA Business Centers **ANNOUNCEMENT!**

The graphic is a teal-colored announcement card. At the top left, it says "We are excited to announce..." in a white script font. In the top right corner is the MBDA Business Center Maryland logo, which consists of three stylized arrows (two blue, one red) pointing upwards, with the text "MBDA BUSINESS CENTER MARYLAND" and "POWERED BY MINORITY BUSINESS DEVELOPMENT AGENCY" below it. The center of the card features the text "WE HAVE MOVED!" in large, bold, white and red capital letters. Below this, there are two location pins connected by a red dotted line. The left pin is labeled "OLD ADDRESS" and points to "1 North Charles Street Suite 707 Baltimore, MD 21201". The right pin is labeled "NEW ADDRESS" and points to "575 South Charles Street Suite 203 Baltimore, MD 21201". At the bottom of the card, there is a red rectangular box containing the text: "We look forward to welcoming you to our new office and continuing to provide the exceptional service you've come to expect from us. Thank you for your continued support and understanding during this transition." Below the red box, the phone number "(667) 303-3530" and the website "MarylandMBDACenter.com" are listed.

We are excited to announce...

WE HAVE MOVED!

OLD ADDRESS
1 North Charles Street
Suite 707
Baltimore, MD 21201

NEW ADDRESS
575 South Charles Street
Suite 203
Baltimore, MD 21201

We look forward to welcoming you to our new office and continuing to provide the exceptional service you've come to expect from us. Thank you for your continued support and understanding during this transition.

Phone: (667) 303-3530 MarylandMBDACenter.com

Maryland 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 *Friday, February 14, 2025* in its semi-annual report to the **U. S. Department of**

MARYLAND MBDA BUSINESS CENTER

The *Maryland Business Center* achieved an **overall outstanding performance** with particular emphasis on:

- Number of Jobs: **135**
- Number of MBEs Served: **59**
- Capacity Building Engagements: **66**
- Number of Clients that Increased Profits: **110**

Maryland MBDA Business Center Client SPOTLIGHT!

The Maryland MBDA Business Center

WELCOMES CORENIC CONSTRUCTION to BALTIMORE CITY!

CORENIC CONSTRUCTION

A Vision Realized – Corenic Construction: Building on a Legacy of Excellence

Corenic Construction Group, LLC (Corenic), a Prime General Contractor, has built a reputation for delivering cutting-edge, full-service construction management services. Since its founding, the company has expanded its presence throughout the Greater DC and Baltimore metropolitan areas. With over fifty (50) employees, this expansion has led to multiple office locations in **Washington, DC, Largo, and its newest office in Baltimore City**. Corenic offers services in preconstruction, construction management, and project management. Each service is tailored to meet client needs, ensuring exceptional results.



Corenic's repeat business from prestigious clients has been a key attribute of its continued growth. Their leadership emphasizes a team-focused approach, problem-solving, and strong customer support. Incorporating these focus areas into Corenic's plans ensures the company's efficiency and success in a competitive industry. Today, Corenic Construction remains a trusted regional leader in construction management. As a minority-owned business, Corenic fosters an inclusive and dynamic work environment. They hold certifications from numerous national and local certifying agencies. Specializing in commercial interiors, new construction, healthcare, education, sports venues, retail, and government buildings, Corenic is also expanding its footprint in the Data Center, Universities, Mixed-use and Healthcare sectors. Looking ahead, the company remains committed to shaping the future of construction through innovation, sustainability and excellence.

A Visionary Leader in Construction and Community Impact

Brunson Cooper, Founder, President and CEO of Corenic Construction Group, LLC, brings over twenty-nine (29) years of industry experience. Under his leadership, Corenic has earned a reputation for excellence in delivering premier construction solutions. His accolades include **"40 Under 40," "Top 25 Minority Business Leader," and "Top 75 Fastest Growing Companies" awards from the Washington Business Journal**, along with the **"Top 100 MBE Awards."**

Beyond his work with Corenic, Brunson is a dedicated leader in the Greater DC metropolitan area, serving on several boards, including his alma mater, North Carolina A&T State University. 2025 marks Corenic's 16th anniversary, a milestone reflecting the company's ongoing commitment to transforming the region and the construction industry. As a Prince George's County resident, Brunson is actively involved in local outreach, his church, and several community organizations.

LOCATIONS:

DISTRICT OF COLUMBIA

1220 12th Street, SE
Suite #150
Washington, DC 20003
P: 202.735.5608

PRINCE GEORGE'S COUNTY

96 Harry S. Truman Drive
Suite #300
Largo, Maryland 20774
P: 301.957.5282

HOWARD COUNTY
10320 Little Patuxent Pkwy
Suite #200
Columbia, Maryland 21044
P: 443.836.5370

BALTIMORE CITY
3700 Koppers Street
Suite #375
Baltimore, Maryland 21227
P: 301.957.5282

Website: <http://www.corenic-cg.com/> | Email: info@corenic-cg.com

We wish Corenic continued SUCCESS in their expansion as they strive to shape the construction industry through innovation, sustainability and excellence!

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”** where we refer Socially and Economically Disadvantaged Enterprises (S/EDBEs). The Center is seeking firms that are reliable and have a vested interest in providing access to capital and procurement opportunities to our 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!

Paxton Apartments Benning Road

June 2022 - Present

The following is an example of L. S. Caldwell & Associates, Inc.’s Contracting, Employment and Community Awareness Compliance Participation Projects.

Location: Washington, DC

Owner/Client: Foulger Pratt Construction (FPC)

Project Responsibilities:

Established in 1963, Foulger-Pratt Construction is a real estate investment and development firm distinguished by its long-term focus and extensive experience executing successful mixed-use, transit-oriented projects.

The firm’s disciplined culture and vertically integrated platform has enabled it to develop more than 15 million square feet of commercial office multi-family residential and retail projects.

L. S. Caldwell & Associates, Inc. (LSC) was charged with Contracting, Employment and Community Awareness Participation Compliance oversight for the project. LSC served as the liaison between the Department of Employment Services (DOES), the Department of Housing and Community Development (DHCD), the Department of Small and Local Business Department (DSLBD), the Developer and Project Contractors to ensure that Certified Business Enterprise (CBE) firms and Employment participation goals were achieved.

LSC was responsible for:



- Developing and maintaining a set of protocols for responding to any concerns/inquiries associated with the compliance aspects of the project.
- Analyzing eligible contracts/dollars to assist in contract sizing, packaging and subcontractor responsibility and subcontractor availability.
- Monitoring and tracking reporting requirements for all trades that have specific contracting and employment goals associated with them.
- Reviewing and submitting quarterly Vendor Verification Forms (VVF's) and DSLBD Quarterly Reports.
- Responsible for updating and/or amending as needed, FPC's Quarterly Subcontracting Plan.
- Providing LSC's proprietary online Compliance Online Reporting System (CÔR) that tracks, monitors and reports CBE spending, including an explanation of goals, local policies and reporting requirements, including completion of government agency required forms.

Specialized Support – Alternative Work Plan

L.S. Caldwell & Associates, Inc. and Foulger Pratt Construction partnered with the DC Department of Employment Services to provide an Alternate Work Program (AWP) that would benefit District of Columbia residents. The FPC's AWP engaged citizens who were seeking alternate work opportunities and economic stability for their families. This Program also fulfilled required employment goals that were committed to by FPC to the District of Columbia. These employment opportunity programs are required by DC from companies seeking to conduct business in the District of Columbia. LSC partnered with FPC to meet these goals by developing and implementing a ten (10) week construction training and job placement program for residents in the District of Columbia.

LSC was responsible for:

- Meeting with FPC Team members on issues directly related to the development and implementation of the Alternative Work Program.
- Developing an outreach plan that targeted unemployed District of Columbia residents or those seeking to better their existing employment. Tasks included creating an assessment/tool to be completed by applicants to thoughtfully assist individuals in identifying trades where they not only have an interest but a strength(s) that could be cultivated.
- Combining information obtained from prospective candidate's application submission and comparing results with the trade attributes to determine next steps for the applicants.
- Identifying partners, public or private, that would be willing to provide supportive services to candidates at little to no cost.

Project Description:

Located at 1603-1625 Benning Road, SE Washington DC., The Project is a new four-story residential building with an occupied penthouse, consisting of one hundred forty-eight (148) affordable housing residential units. The Project will consist of 4 levels (plus a penthouse) of wood construction (Type IIIA) over a one level below grade concrete structure with parking and cellar units (Type IA).

Construction Contract Type: GMP

Construction Contract Amount (approximate): \$30.5M



ADDITIONAL SERVICES



- Certification
 - Re-certifications
 - Updates/Changes
 - Free 30 Minute Consultation
- For more information contact L. S. Caldwell & Associates, Inc. - Certification Division (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 extremely 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!

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:** "What Your Financial Statements Tell Lenders" hosted by LLANDAR Services; "Doing Business with Veterans Affairs VISN5" hosted by the United States Department of Veterans Affairs; "Scaling for Success: Your Employees are the Differentiator" hosted by DiscoverU Health and more.

KEY DATES

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

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

About MBDA!

MINORITY BUSINESS DEVELOPMENT AGENCY

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

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.

MARYLAND MBDA BUSINESS CENTER KEY STAFF

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**L. S. CALDWELL &
ASSOCIATES, INC.**

procurement education and training.

For the latest information on MBDA programs and announcements, please visit www.MBDA.gov.



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 – Owner/Operator:

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

[202.587.7800](tel:202.587.7800) (Office)
www.lscaldwell.com

