

Minority Business Enterprise

*M*ORE *B*BUSINESS FOR *E*VERYONE
IN MARYLAND



Martin O'Malley
Governor



Anthony G. Brown
Lt. Governor

A supplement to

THE **DAILY RECORD**

July 2009

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Vice President, Asset Management

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TABLE OF

Contents

2

Greetings! A Message From Governor Martin O'Malley

Maryland: A Leader in Minority Business Enterprise

3

6

State Recovery Efforts for Small and Minority Business Enterprises

- Health Insurance Partnership for Small Businesses
- Linked Deposit Program for Small Businesses

7

8

Utilities Look to Re-Energize Diversity Efforts

9

11

SB 606: Diversifying Maryland's Pension Funds and Investments

Leveling the Playing Field

14

16

Doing Business with the State as a Minority or Woman-Owned Business

Minority Businesses Ramping Up for BRAC

18

21

Getting Grants for R&D, IT Opportunities

Business, Advocacy & Technical Assistance Resources

23



A MESSAGE FROM

Governor Martin O'Malley



Welcome to the inaugural edition of *Minority Business Enterprise — More Business for Everyone in Maryland*, a guide for doing business as a minority or woman-owned business, co-produced by the Governor's Office of Minority Affairs and The Daily Record.

Maryland enjoys a rich and diverse community of nearly 250,000 minority and women-owned businesses. Their combined contributions have a significant impact on the economy and we're committed to supporting these enterprises in Maryland. To help minority and women-owned firms remain strong and prosperous, the O'Malley-Brown Administration has increased access to the State's procurement process, and made resources available to ensure the long-term health of our minority and women-owned business community.

Even in tough economic times, we are working hard to protect our families, create new jobs, improve public education for everyone and expand the ranks of an upwardly-mobile middle class, including our minority and women-owned firms.

While these are undoubtedly challenging economic times, Maryland continues to perform and outpace other states in many areas. Unemployment remains well below the national average, and Maryland's rate of job loss remains almost 40% lower than the national average. Last year, 308 companies located or grew their

operations here, resulting in more than 8,000 new jobs and approximately \$1.2 billion in private investment. In the same period, 14 foreign companies established U.S. operations in the State. And even in challenging times, we continue to make smart, strategic investments in growing industries that will position our State for the knowledge-based economy of tomorrow.

During Fiscal Year 2008, the State of Maryland awarded \$1.3 billion dollars to minority and women-owned firms, which represents a 30% increase over the past two years. Our efforts to expand outreach, accountability and transparency for the State's Minority Business Enterprise (MBE) Program, has contributed to this success.

I hope that you will find this guide to be a comprehensive and helpful resource for information on what Maryland has to offer minority and women-owned firms. Working together, we can continue to build upon Maryland's reputation as a national leader in the area of MBE and ensure that all citizens have an equal opportunity to share in our State's prosperity.

Sincerely,

A handwritten signature in black ink, reading "Martin O'Malley". The signature is stylized and cursive.

Martin O'Malley
Governor

MARYLAND:

A Leader in Minority Business Enterprise

By **ERLENE B. WILSON**

The State of Maryland is a national leader in minority business enterprise (MBE), and its policies and efforts are changing the opportunity landscape for minority and women business enterprises. With one of the oldest MBE Programs in the nation, Maryland is one of only 15 states with a MBE program, and one of 4 states with a MBE law. Maryland is the only state that collects data on the progress of its Program, and the first state to establish a sub-goal for African American-owned firms.

“We are clearly a leader in supporting minority business enterprise,” says Luwanda Jenkins, special secretary of the Governor’s Office of Minority Affairs (GOMA). “We’ve done it longer and better than any other state and we’re making significant progress and inroads in

meeting our goals and changing the culture to support minority participation in government and the private sector.”

The State’s numbers show substantial

progress. Awards to minority and women-owned firms topped \$1.3 billion in Fiscal Year 2008, a 37 percent increase over the past three years - which is largely due to the O’Malley-Brown Administration’s strong commitment to minority and women-owned firms. MBE participation in FY 2008 among all Cabinet agencies rose to 22.5 percent; 27.2 percent for 10 StateStat reporting agencies collectively — the highest in the State’s history; and 20.3 percent for all agencies statewide, bringing Maryland closer to its goal of 25 percent minority participation – the highest in the nation.

Minority business enterprise is a priority of the O’Malley-Brown Administration, and is part of an economic development strategy to

See **LEADER 4**



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\$1.3B

Awards to minority and women-owned firms in Fiscal Year 2008.

Doing Business With Maryland



The Department of General Services is proud to support expanded procurement opportunities for small, women and minority-owned businesses. All vendors should make eMaryland Marketplace a part of their MBE toolbox. Visit www.emarylandmarketplace.com to gain access 24/7 to solicitations posted by participating Maryland State and local government procurement officers.

eMaryland Marketplace

“A healthy small and minority business community contributes positively to the entire economy. Minority-owned business development is an important priority for this Administration.”

Governor Martin O’Malley

Maryland Department of General Services
301 West Preston Street – Room M-3
Baltimore, Maryland 21201
410-767- 1492

Martin O’Malley <i>Governor</i>	Anthony G. Brown <i>Lt. Governor</i>	Alvin C. Collins <i>Secretary</i>
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Leader >>

Continued from 3

generate jobs, and grow and sustain the State's middle class. There is an increased emphasis on reporting and monitoring of the Program that includes reporting of State agencies' monthly MBE activity that is posted on the GOMA website (www.mdminoritybusiness.com).

Expanding Opportunity/ Supporting MBEs

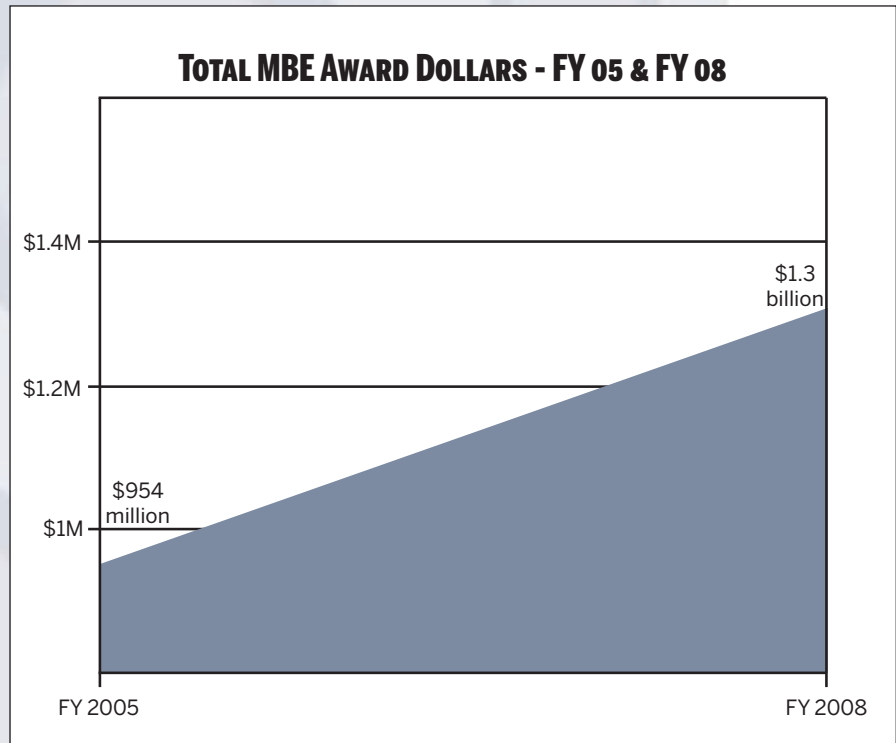
Now in its 31st year, Maryland's MBE Program is moving beyond inclusion of MBEs in discreet contracts and establishing new ways to support greater participation in all parts of the State's business, including opportunities previously closed to them. The State's support of Senate Bill 606, for example, creates opportunities for certified MBEs to be considered for brokerage and investment banking services, including the State's retirement and pension funds and services used by the State

Treasurer, Maryland Automobile Insurance Fund, and Injured Workers' Insurance Fund. The legislation establishes a policy that encourages these agencies to be more inclusive in terms of hiring minority money managers to invest and manage State funds.

The State is also taking its pro-minority business agenda beyond the public sector and using its leverage to affect more MBE opportunities in the private sector. The Maryland Public Service Commission (PSC) recently signed an agreement with utility companies to step up their minority business supplier diversity efforts to align with the State's 25 percent MBE goal. The PSC regulates utility companies that provide service to citizens across the State, and sought to leverage the State's focus on minority business to work with these companies to institute similar MBE policies and procedures.

31

Number of years the MBE Program has been in Maryland.



Efforts are also underway with the Maryland Hospital Association, a member organization that represents major hospitals across the State from large institutions like Johns Hopkins Hospital and health care systems like MedStar to small community hospitals. The State is working with the Association to institute a minority development program that could potentially open up several billions of dollars worth of contracting activity to minority and women-owned businesses. Jenkins notes that hospitals receive a lot of State grants and that the State is utilizing this leverage and its MBE public policy efforts to positively impact areas outside of the State's domain.

Economic Impact

Finally, the State is beginning to look at the economic impact of the MBE Program on the State's overall economy. In the past, the primary focus on the Program was monitoring and tracking the percentage goal, which has increased over the years. There has not been an analysis of its benefit to the State's economy in terms of job growth and creation, direct tax revenue, and its impact on families. The State is currently

engaged in that process and initial reports indicate that the MBEs that participated with the State in Fiscal Year 2008 collectively received \$1.1 billion in payments and that this contracting activity translated into \$1.8 billion of overall economic benefit, mostly in tax revenue, wages and salaries, and generated about 18,639 jobs in the State.

Also, more attention is being paid to ensuring that MBEs receive fair treatment in payment for their services. Governor O'Malley recently initiated a prompt payment directive to Cabinet level agencies that requires prime contractors to pay their subcontractors on a timely basis. The directive also provides recourses for State agencies such as withholding payment to a prime that does not comply.

Future Outlook

Moving forward, the State will continue to reinforce the O'Malley-Brown Administration's commitment to expanding opportunities for Maryland's minority and women-

18,639

Jobs generated by the MBE Program in the State of Maryland.

owned businesses. “We will continue to improve MBE performance and accountability for the State’s MBE Program while also looking to increase opportunities through more MBE participation at the prime contracting level, and greater inclusion in State public-private projects,” says Jenkins.

There is also an increase in collaborative partnerships among State agencies and programs that support business development efforts, who together work to make resources available to enhance small, minority and women-owned firms. Many of these programs and services are profiled in this special edition of *Minority Business Enterprise — More Business for Everyone* in Maryland.

Despite current economic conditions, Maryland is clearly poised to sustain and build upon its impressive track record for including minority and women-owned businesses in the State’s economic mainstream which ultimately ensures that MBE in Maryland is about creating *More Business for Everyone*.

MARYLAND’S MBE PROGRAM LEADS THE NATION

- 25% goal — the highest in the nation.
- One of the oldest programs in the nation (over 30 years old).
- One of approximately 15 states with an MBE Program.
- One of only 4 states that have an MBE Law in the State statute.
- The 1st state to establish a sub-goal for African American-owned firms.
- The only state that collects uniform reporting data including payments to MBEs.



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State Recovery Efforts

FOR SMALL AND MINORITY BUSINESS ENTERPRISES



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By JOSEPH PATRICK BULKO

A blizzard of programs, contract opportunities and related sources of

e c o n o m i c recovery funding is available to the small business owner, with some consideration for those that qualify as minority business enter-

\$35K

Amount the SBA will guarantee for ARC loans to businesses that need short-term help.

prises (MBEs).

Derived from the American Recovery and Reinvestment Act of 2009 (ARRA) — the federal stimulus program — much of the funding is available in the form of state and federal contracts and loans through the U.S. Small Business Administration, or SBA.

The SBA offers several loan guarantee programs, which reduce the risk for the local banks that actually make the loans. Loan guarantees enhance the likelihood that small businesses, including MBEs, will acquire much-needed credit that otherwise would be unavailable to

them.

The SBA guarantees America's Recovery Capital (ARC) loans, which are deferred-payment loans of up to \$35,000 available to established, viable, for-profit small businesses that need short-term help to make their principal and interest payments on existing qualifying debt.

The 7(a) Loan Guarantee Program provides access for entrepreneurs and small businesses to loans that may be used to establish a new business or to assist in the operation, acquisition or expansion of an existing business. Small businesses qualify for this and many other recovery loans if they cannot secure conventional commercial financing on reasonable terms.

The 504 Loan Program focuses

on loans that are used for purchasing land and improvements, including long-term machinery and equipment. The Micro-Loan Program provides very small loans to startup, newly established or growing small business concerns. The maximum available to eligible borrowers is \$35,000, while the average loan size is closer to \$13,000.

In 2008, the SBA-backed loans provided \$18 billion to small businesses. Of that amount, 35 percent went to startups, 32 percent went to minority-owned businesses and 23 percent went to women-owned businesses. SBA-backed loans are three to five times more likely to be made to MBEs and women-owned businesses than conventional small business loans made by banks.

Wyatt Shiflett is DBED's ARRA director. His job is to help as many Maryland businesses get connected to stimulus funds as possible. The goal is to get small minority businesses into the Recovery Act.

"Workshops in counties and chambers of commerce educate folks on where the opportunities and resources are," Shiflett said. Help with contract procurement is available. "We want more awareness from the general public of who to go to and where to go. We try to connect each business with a specific opportunity."

"While the goal of the federal stimulus program is 23 percent small business inclusion, only 10 percent of the funds have flowed to them,"

\$18B

SBA-backed loans provided to small businesses in 2008.

Visit

www.choosemaryland.org

to learn more about DBED's ARRA Business Connection, and financing programs, or call 1-800-541-8549.

he noted. Why the disparity? Small business owners are busy working and so they tend to be unaware of the available resources. They also tend to need more lead time to prepare for bids on projects, so they miss out on opportunities. "We're trying to give them a lot of upfront information to help them," Shiflett said. "DBED serves as an agent of connectivity."

463

Approximate number of businesses helped by MSBDFA Program since January 1980.

The types of projects being funded include infrastructure, transportation, broadband infrastructure, health care (e.g., e-records), and labor and licensing programs. "It trickles down very broadly," he said. "We're trying to make it manageable for folks."

In addition to capturing people at workshops, DBED has a toll-free number and a website. Businesses can search federal government websites and the SBA for programs from the Recovery Act.

Jorge Austrich, the director of

business services for DBED's Office of Small Business, said that DBED uses the SBA's definition of a small business — those businesses with fewer than 500 employees. "Traditionally, most of the businesses we work with are small businesses with approximately 200 employees." He emphasized that all small businesses can qualify for DBED programs — not just MBEs.

Meridian Management Group is the contractor manager for DBED's Maryland Small Business Development Financing Authority (MSBDFA) Program. Funding for MSBDFA "is allocated from the State legislature." The Program provides financing for small businesses that are not able to obtain money through conventional means or for small businesses owned by those persons who are considered to be economically or socially disadvantaged (MBEs).

Collectively, the MSBDFA Program has financed approximately 697 transactions for nearly 463 businesses since operations began in

See RECOVERY 8

HEALTH INSURANCE PARTNERSHIP FOR SMALL BUSINESSES

The Maryland Health Insurance Partnership, a component of the Working Families and Small Business Coverage Act, is designed for small business owners who have been unable to provide health coverage to their employees due to high premiums and administrative costs. Eligible businesses are those with two to nine full-time employees earning an average yearly wage below \$50,000. The program is expected to lower health care costs by as much as 50 percent, while enabling businesses to choose health coverage that includes wellness and prevention programs. Additional information on the Partnership can be found at <http://mhcc.maryland.gov/partnership>.

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Recovery>>

Continued from 7

January 1980, according to data in the 2007 MSBDFA Annual Report. Financial assistance for these transactions totaled approximately \$138.3 million, indicating that the MSBDFA program has had a substantial impact on Maryland's economy.

Through MSBDFA there are four types of financing available. The Contract Financing Program (CFP) provides financial assistance to eligible businesses in the form of direct loans, typically used for working capital in conjunction with government contracting projects. The Guaranty Fund Program (GFP) provides financial assistance in the form of loan guaranties and interest rate subsidies for loans made by financial institutions. The Surety Bond Program (SBP) assists eligible small businesses in obtaining bid, performance, or payment bonds necessary to perform on government con-

tracts. The Equity Participation Investment Program (EPIP) provides financial assistance through loans, loan guaranties, and equity investments.

Most of these programs are designed for the "ongoing business enterprise," explained Austrich, though some types of funding are available for startup ventures. To qualify, the business must develop a business plan and undergo an evaluation, which includes criteria such as employment, capital investment and location. "DBED takes a holistic view by asking how the business benefits citizens in the area," he added.

A decision about financing is made based on the evaluation. Factors that can cause a business to be rejected in its funding request

are lack of business history and performance, or owners "not willing to put their house or their own assets on the line. In some cases, an established business might be able to use its receivables as collateral if they are of sufficiently high dollar value."

"If the business is not considered a good risk, the business is not going to get funding," Austrich affirmed. "At DBED, we are willing to perhaps be less averse to risk, but we're not the sole source of funding — you must have some other source."

A wealth of information and tools to track the progress of Maryland's overall Recovery and Reinvestment plan is available at

www.recovery.maryland.gov

LINKED DEPOSIT PROGRAM

The Maryland Linked Deposit Program is a new, statewide initiative designed to stimulate opportunities for certified Minority Business Enterprises (MBEs) by reducing interest rates on bank loans. To be eligible, the MBE must submit an application to the Program, which is administered by the Department of Housing and Community Development (DHCD). Borrowers receive a 2 percent interest rate reduction for the term of the loan for a project or activity located in Maryland, and the maximum eligible amount of the loan may not exceed \$1 million. Participating banks benefit from the Program because the Maryland State Treasurer's Office purchases a certificate of deposit equal to the amount of the loan from the bank that issued the loan. More information on the Linked Deposit Program can be found on DHCD's website at www.mdhousing.org.



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UTILITIES LOOK TO

Re-Energize Diversity Efforts

BY KAREN NITKIN

For 18 years, Rhonda Mencarini has been the person in charge of finding supplies and contractors for Pepco Holdings Inc., the electric company that provides service in Washington, D.C., and parts of Maryland.

Forging relationships and signing contracts with minority-owned businesses for everything from landscaping services to IT help and fuel for its fleet has long been part of her mission.

But now, she has a new and more challenging assignment. Pepco was one of 10 local utilities to sign a voluntary memorandum of understanding (MOU) in February with the State Public Service Commission, promising to try to spend 25 percent of supplier dollars with minority-owned businesses. Six more utilities are in the process of signing up now.

The utilities that signed in February include big names like Baltimore Gas and Electric, Verizon Maryland and Qwest Communications Co., as well as the Association of Maryland Pilots, an organization of commercial shipping pilots, which is considered a utility.

Maryland's policy is the most aggressive nationwide, said Special Secretary Luwanda Jenkins, of the Governor's Office of Minority Affairs. "The State of Maryland is regarded as a national leader in the area of MBE (minority business enterprise)," she said. The agreement was praised by the National Association of Regulatory Utility Commissioners.

"It's a very aggressive goal," Mencarini said. She believes Pepco currently spends about 10 percent to 15 percent of its supplier dollars on goods and services from minority-owned businesses.

Though utilities including Pepco had already signed on with previous Maryland policies urging supplier



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diversity, the new memorandum is much more ambitious. Previously, utilities were urged to seek minority-owned suppliers but no specific goals were set, said Jenkins.

"The Public Service Commission really wanted to renew and put more energy — no pun intended — on an outdated memorandum of understanding that they had in place with some of the utility companies in the State," said Jenkins.

And the new agreement is different than past ones in other significant

ways as well, Mencarini said. For the first time, subcontractors can also be counted toward the spending goal, she said. She explained: "If we have a large minority-owned prime contractor, and they hire other contractors, we were never able to capture those dollars." That change "has been great," she said.

In fact, the utility hired a minority-owned technology firm, AECsoft USA, to track those dollars. "They're giving us the ability to go to our prime contractors and report on a quarterly basis the spend that they have with diverse suppliers," she said.

Also, veteran-owned companies are no longer included, though ones owned by service-disabled veterans have been added, said Jenkins.

The MOU mimics State government goals mandated by Maryland's MBE law, said LaWanda Edwards, press secretary for the Maryland Public Service Commission. "We decided to match the State's MBE goal, which is 25 percent," she said.

The Governor saw firsthand, when he was Mayor of Baltimore, the economic benefits that can be derived from encouraging companies to do business with minority-owned companies, Jenkins said.

The Governor has "been a driving force behind the

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The State of Maryland is regarded as a national leader in the area of MBE.

LUWANDA JENKINS

Governor's Office for Minority Affairs

See UTILITIES 10

Utilities >>

Continued from 9

inclusion of minority businesses in State contracting opportunities," said Edwards.

Mencarini served on the working group that helped set the goals, and she acknowledged that the idea was met with some concerns. "We all understand that it's not a linear process," she said. "You may be able to meet and exceed that goal in one year," but then a particular project will be finished and the numbers will decline, she said.

"It's going to be a huge development process for all the utilities involved," she said.

Jenkins agreed that utility representatives in the working group had good intentions, but were also nerv-

ous about the aggressive goals. "While most all of the utility companies expressed that this is very much in line with their business policies and procedures and that they are committed to inclusion, they were also a little nervous about committing," she said.

Though the MOU does include reporting requirements, it has no deadlines and no punishments associated with failing to meet the 25 percent benchmark, said Jenkins. "The ultimate penalty is you face your stakeholders," she said.

"The expectation is not that they will have reached the 25 percent goal in a 12 to 15 month cycle. The expectation is that they will incrementally increase year over year. Ideally these companies will have come close to reaching or have reached" the goal within five years, she said.

Resources are available to help

the utilities find businesses that qualify. State, city and trade association directories have been compiled, and most utilities, particularly the larger ones, already have their own directories and relationships with suppliers.

To qualify as minority-owned by the State's MBE definition, a business must be owned at least 51 percent by minorities in the categories of African-American, Asian, Hispanic, Native American, Disabled or Women, Jenkins said. Nonprofit organizations that benefit the Disabled also qualify, she said.

Simply setting the goal and having utilities agree to it has benefits, said Edwards.

"If nothing else, we are hoping that it opens up a dialogue between utilities and the MBE community," she said. The goal is not to set quotas, she

emphasized. "You want people who can do the job," she said.

10

Local utilities signed a voluntary memorandum of understanding with the State Public Service Commission.

“

It's going to be a huge development process for all the utilities involved.

RHONDA MENCARINI
Pepco Holdings Inc.



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SB 606:

Diversifying Maryland's Pension Funds and Investments

By ALAN DESSOFF

A year after its unanimous approval by the State Legislature, a measure to diversify management of Maryland's \$40 billion portfolio of pension funds and other investments to include more minority and women-owned business enterprises (MBEs and WBEs) is being implemented by the four State agencies and programs involved and is "headed in the right direction," says its principal sponsor, State Sen. Catherine E. Pugh (D-Baltimore).

The legislation — SB 606 — requires the State Treasurer, Maryland Automobile Insurance Fund (MAIF), Injured Workers' Insurance Fund (IWIF) and State Retirement and Pension System (SRPS) to attempt to use MBEs for

brokerage and investment management services to the greatest feasible extent.

SB 606 "opened the door further for greater minority participation with the entities in State government that are custodians of large sums of State money for investment purposes," says Luwanda Jenkins, special secretary of the Governor's Office of Minority Affairs (GOMA).

"We're seeing some indication that more minority-owned invest-

ment banking firms are at least able to start having introductory dialogue and sales opportunities to get their services and products known by these four entities, and that's the starting point for building relationships. There is a culture of a more open-door policy to allow these firms to make their pitches and presentations," Jenkins says.

Previously, less than 1 percent of the State's pension funds were being shared with MBEs

See SB 606 12

“
There is a culture of a more open-door policy to allow these firms to make their pitches and presentations.

LUWANDA JENKINS
Governor's Office of Minority Affairs



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Shore Health System-Memorial Hospital at Easton • Dorchester General Hospital • Chester River Health System

SB 606 >>

Continued from 11

and WBEs, says Pugh, who accepted a “Pacesetter” award in Atlanta this summer on behalf of Maryland from the National Association of Securities Professionals. “They see what Maryland is doing as model legislation, an example of what other states ought to be doing as it relates to MBE and WBE participation in pension funds,” says Pugh.

State Treasurer Nancy K. Kopp is committed to expanding MBE participation and raises the issue frequently in Board of Public Works meetings as well as internally in her office, says Howard Freeland, deputy treasurer for external affairs. “We really started ramping up the program in 2006,” even before Pugh introduced her legislation, says Mary Christine Jackman, director of investments in the Treasurer’s Office.

\$207M

in business with MBEs in 2008 by the Treasurer’s Office.

In 2006, she says, the office did almost \$25 million in business with two MBEs. In 2007, it

was \$600 million with five MBEs. In 2008, although there were eight broker-dealers involved, business was down to \$207 million, but “that was a function of the market, not of their effort. It was a really bad year all the way around,” Jackman says.

So far this year, “we have 14 MBEs and we’ve done \$972 million,” says Jackman. “The market this year has allowed a lot more opportunities for the MBEs,” she says. “We have worked hard to include people who may not have been included before. We’re pretty proud of what we have done.”

MAIF also “embraced the legislation before it took effect,” says Mark McCurdy, its director of governmental and policy administration. In the summer of 2008, MAIF hired Xavier Capital Management, an investment management firm in Largo, to manage its uninsured division portfolio and “we have been very pleased with them,” McCurdy states. “We antici-



MAXIMILIAN FRANZ

The State Legislature of Maryland approved SB-606 in 2008 — a bill that diversifies the State’s \$40 billion portfolio of pension funds by requiring State agencies to use MBEs for brokerage services to the greatest feasible extent.

pate that by this September we will have hired at least one other manager in this area,” he adds.

Kent Krabbe, MAIF’s executive director, has met many times with minority investment companies “to get a sense of the scope of talent that’s out there, and he has been favorably impressed. We have been pleased by the number of good firms that are out there. There are ample choices for us,” McCurdy says.

At IWIF, “the board was already following a lot of things that the legislation wanted to do. We already had some minority investments. It was a big thing for us,” asserts Rocky V. Gonzalez, IWIF board chairman. The fund was work-

ing with one MBE — Brown Capital Management, in Baltimore — before Governor Martin O’Malley signed SB 606 and has since retained three more firms. It had about \$85 million invested with them as of June, says Gonzalez.

“

The market this year has allowed a lot more opportunities for the MBEs. We have worked hard to include people who may not have been included before.

MARY CHRISTINE JACKMAN
State of Maryland’s Treasurer’s Office

IWIF’s procedure for hiring MBEs is to issue a request for proposals and have them reviewed by an outside firm, Asset Strategies, which “picks the best ones and brings them to the board and then we make the decisions. It’s been smooth sailing; we have gotten some good, quality people,” Gonzalez declares.

At the SRPS, a creative management system developed by Chief

Investment Officer Mansco Perry III has enabled more MBEs to manage investment portfolios. Under Perry's program, called Terra Maria, the SRPS has contracted with seven program managers, with each monitoring 10 or more investment managers who manage parts of the system's total portfolio.

Perry estimates that 30 percent to 40 percent of the portfolio now is managed by MBEs or WBEs, which traditionally are small firms. "It makes sense for us to look at larger managers because of economies of scale, but doing that also makes it difficult for us to have any decent representation of MBEs. So our thinking behind Terra Maria was, 'If you're good, you fit the program, but you have to continue to be good to stay in it,'" Perry explains.

Many of the MBEs hired for the program are relatively new and Perry cites empirical evidence that "small managers generally have the capabilities to provide better returns early on in their lives than larger managers." Terra Maria, he says, is "a small manager program that plays well with the variety of MBEs out there."

SB 606 also requires the four entities involved in implementing the measure to submit annual reports to GOMA and the General Assembly on their use of MBE brokerage and investment firms and their efforts to encourage greater use of MBE firms.

"This is a new day for our office because it's a new area for us, different from the mainstream of what we have monitored in the past, which is government spending and direct government contracting. The O'Malley Administration is trying to forge new ground and go into areas that are a little outside traditional State contracting," Jenkins says.

"We find ourselves going into a lot of new, innovative areas to try to help position minority firms as part of the status quo in Maryland. SB 606 helps us amplify that we have a culture of including minority firms in the brokerage and investment banking services in the State. It speaks to the pro-minority business climate Maryland has, in terms of both public policy and the spirit of what we're trying to accomplish," she adds.

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- purchases a wellness benefit as part of the health plan.

The subsidy goes both to the employer and to the employee. Go to <http://mhcc.maryland.gov/partnership/Index.aspx> or call the Commission at 1-877-245-1762 for more information.

MHA WOMEN- AND MINORITY-OWNED BUSINESSES INITIATIVE (WMBI)

If you would like to be included in MHA's inventory of women- and minority-owned businesses interested in working with hospitals, go to www.mhawmbivendor.com and complete the registration form to be included on the list.

Please Note: Inclusion on the list does not in any way endorse a particular vendor or guarantee business with hospitals.



Maryland
Hospital Association

Leveling the Playing Field

By MARY MEDLAND

Over the past several decades, minority-owned businesses have made great strides when it comes to being equal participants in the workplace. Nonetheless, there is still room for improvement.

And a number of Maryland organizations are stepping up to the plate to level the playing field.

“In the spring of 2007, Sen. Verna Jones — who is a State Senator from Baltimore City and former chair of the Legislative Black Caucus — initiated a conversation with the Maryland Hospital Association (MHA) staff that really got things rolling,” says Denise Matricciani, vice president, government relations for the MHA. “It became apparent that we could do more to help strengthen our relationship with the minority business community.

“The Maryland Hospital Association had never been formally asked for assistance, so we spent a number of months processing all of the relevant information. Through that process we learned that a number of our members were already fully engaged with the MBE community.

“As a consequence, we were able to build on the experience of those hospitals to develop our Women and Minority-Owned Business Initiative.”

Matricciani notes that the MHA took a three-pronged approach that included educating its members,



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developing policies and tools to assist them in strengthening their supplier diversity program, and educating them as to how to best reach out to the minority business community.

“First, we focused on educating our membership on the importance of establishing strong supplier diversity programs within their organizations, which benefits both the hospitals and the minority business community,” she says.

For instance, says Matricciani, many hospitals have been doing business with the same contractors

for several decades. “But doing that may limit their opportunities for other qualified businesses in the community to work with the institution. It is crucial for management to be totally committed and to provide the necessary resources to change the culture that exists,” she says.

Also, the MHA is stepping up its outreach to the minority business community.

“We are just now beginning to focus on the outreach component by working with the Governor’s Office of Minority Affairs, the Greater Baltimore Committee and our member hospitals to determine how we can pool our resources to provide meaningful opportunities for outreach ... we are still trying to figure out how to eliminate barriers,” says Matricciani.

From the standpoint of the Greater Baltimore Committee’s Bridging the Gap Initiative, it is crucial for everyone to pursue professional partnerships with minority businessmen and women. “We are attempting to change the culture of how we engage with minority and women-owned enterprises,” says Donald Fry, president and CEO of the Greater Baltimore Committee

Focusing on minority and women-owned business growth

Bridging the Gap, a priority initiative of the Greater Baltimore Committee.

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Kisha Lashley, 410-727-2820, x19 or visit www.gbc.org

bridging the gap
throughout minority and women-owned businesses in the region

(GBC). “We are trying to create a business environment where it is the norm to look at what is required under the law for these businesses, but also what is in the best interest of businesses, both large and small, to create equity ventures as we move forward.”

Fry adds that considering the current state of the economy, it is increasingly important that businesses consider partnering. “If structured correctly,” he says, “partnerships can provide one’s company with significant competitive advantages.”

In other words, pooling resources provides everyone an opportunity to strengthen their position in the market.

“What we are trying to do is to have corporations and businesses look a bit differently at the way they do business and make a concerted effort to see where opportunities exist for working with the local business and minority communities,” says Fry.

As an example, he points to Presidential Partners LLC, a collab-

oration of five of the region’s prominent minority development and construction firms, which have used their combined financial resources to successfully bid on projects that individually they would not have been likely to pursue.

Along with the GBC and the Maryland Hospital Association, MICUA, or the Maryland Independent College & University Association, is striving to reach out to minority businesses.

“Our Minority Business Program is an initiative begun by our board of directors about a year ago,” says Tina M. Bjarekull, president of MICUA. “We have met with representatives from the Governor’s Office of Minority Affairs to learn from it and to see what we can do differently.”

In the case of MICUA, most of its

opportunities are in the area of construction and facilities renovation. “We follow the State’s definition as to what a minority business enterprise is,” says Bjarekull.

Bjarekull notes that MICUA provides training for its members on how to do outreach to minority business contractors. “We are starting a portal on our Web site, so there will be a single place for minority contractors to see what our

members need and where to go for further information,” she says. “We train our members to let their main contractors know that they will be expected to reach out to minority subcontractors.

“Our initiative is supported by every one of our members, and everyone takes this very seriously.”

“

We are attempting to change the culture of how we engage with minority and women-owned enterprises.

DONALD FRY

Greater Baltimore Committee

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Doing Business with the State

AS A MINORITY OR WOMAN-OWNED BUSINESS

BY ERLENE B. WILSON

Minority and women business enterprises can take advantage of opportunities with the State of Maryland by identifying contracts in State agencies, applying as a certified minority business or registering the State's Small Business Reserve Program.

The State of Maryland has a goal of 25 percent minority business participation, and businesses may want to consider the benefits to compete in this pool of opportunity for State contracts by applying for MBE certification.

Like any business matter, deciding to become certified needs careful consideration in terms of how it fits into a company's overall business plan and strategy. Whether or not a business chooses certification, here are some tips for doing business with the State.

1

Where to find out about contracting opportunities.

- Register with eMaryland Marketplace – the State's online portal for bid solicitations – <https://ebidmarketplace.com>
- Visit State Agency Websites – www.maryland.gov
- Contact State Agency MBE Liaisons – listing at www.mdminoritybusiness.com
- Attend Outreach Events – calendar of events at www.mdminoritybusiness.com
- State Agency Budgets – agencies' budgets determine what will be spent – www.dbm.maryland.gov
- Visit GOMA's Website – www.mdminoritybusiness.com

2

Determine which State Agencies buy your product or service, the timeframe for buying and by what procurement method.

3

Attend agency pre-bid conferences and market to agency procurement officers and potential prime contractors.

4

Know the rules - established by State Finance and Procurement Article - Maryland Code of Regulations (COMAR), Title 21.

Division of State Documents – www.DSD.state.md.us

5

Build relationships and network with other MBEs, majority contractors, State agency representatives, business advocacy and chamber groups, and contracting associations.

6

Form partnerships.

7

Check out the Small Business Reserve Program (SBR).

SBR is a race neutral program that allows MBEs to participate as prime contractors. Designated 23 State agencies are required to spend 10% of their contracting dollars with small businesses. The SBR Registration Process is administered by the Maryland Department of General Services. Register with the SBR at: www.smallbusinessreserve.maryland.gov.

8

Access to capital.

- Linked Deposit Program – www.mdhousing.org/Website/programs/ProgramList.aspx
- Neighborhood BusinessWorks Program – www.mdhousing.org/Website/programs/ProgramList.aspx
- Maryland Capital Access Program – www.mdhousing.org/Website/programs/ProgramList.aspx
- Governor's Grants Office – www.grants.maryland.gov
- Maryland Department of Business and Economic Development's (DBED) Small Business Financing Programs / American Recovery Reinvestment Act (ARRA) Business Connection – www.choosemaryland.org
- Maryland Small Business Development Financing Authority (MSBDF) – www.mmgroup.com

- Maryland Technology Assistance Program – www.mdmap.org

9

Advocacy and technical support.

- Governor's Office of Minority Affairs (GOMA) - www.mdminoritybusiness.com
- Maryland Department of Business and Economic Development, Division of Small Business – www.choosemaryland.org
- Maryland Small Business Development Center Network (SBDC) – www.mdsbdc.umd.edu
- Maryland Procurement Technical Assistance Program (PTAP) - www.mdptap.org
- State Agency MBE Liaisons – Complete listing at www.mdminoritybusiness.com
- Entrepreneurial Development Institute (State Highway Administration) – www.sha.state.md.us/SHAServices/eops.asp
- Commercial Non-Discrimination Program – enforced by Maryland Human Relations Commission - www.mchr.state.md.us/CND.html
- U.S. Small Business Administration – www.sba.gov

explains why it is important that her office thoroughly reviews and investigates applications. “First and foremost, the certification process seeks to reduce minority business fraud and keep out those firms that are not bonafide minority business enterprises,” says Hurley. “It helps to maintain the integrity of the MBE Program and provides the State a mechanism to track utilization of small, minority and women-owned businesses in government contracting.”

Director Hurley strongly encourages minority and women-owned businesses to consider becoming certified. “We are very fortunate that we live in a State with a diverse population and an Administration committed to maintaining access to opportunity for all groups. Also, we are very committed to ensuring that our processes are streamlined and effective as possible and that we strive to explain and help facilitate the process.”

To qualify as a certified MBE, applicant must:

- Have 51 percent ownership by single/multiple minorities (minimum)
- Know the products and/or services being provided
- Have managerial and operational control
- Be a minority owner(s) who is socially and economically disadvantaged which includes:
 - African Americans
 - Hispanics
 - Native Americans
 - Asians
 - Women
 - People with Disabilities
 - Nonprofit Organizations that benefit People with Disabilities.

All applicants must include a personal net worth statement as

part of the application. It takes 3 to 6 months from the time that OMBE receives a completed application to review and conduct a formal investigation of the application and documentation, including a site visit conducted by an MBE officer to the company's place of business.

OMBE suggests that applicants complete the Uniform Certification Application that allows them to simultaneously apply for both state and federal certification. Also, businesses may want to attend one of OMBE's monthly Application Assistance workshops to receive “hands on” assistance and to learn more about the certification process.

OMBE maintains an online directory of certified MBEs that can be accessed and downloaded from MDOT's website. The directory is a vehicle used by State agencies, prime contractors and private sector companies to identify MBE firms.

10

The MBE Certification Process.

The Maryland Department of Transportation's Office of Minority Business Enterprise (OMBE) is the official certifying body for the State of Maryland. Zenita Wickham Hurley, director of OMBE, says the Minority Business Enterprise (MBE) Program is an incredible opportunity and

For more information regarding certification, contact: Maryland Department of Transportation

Office of Minority Business Enterprise

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Ramping Up For BRAC



FILE PHOTO

State officials are working to 'encourage partnerships to increase business for MBEs,' says Anthony Brown, Lieutenant Governor and chair of the Governor's Subcommittee on BRAC. The move is expected to bring thousands of new jobs and billions in federal spending to select military bases, like Aberdeen Proving Ground, shown here.

By MARK R. SMITH

While considerable chatter within the business community concerns the arrival of the Base Realignment and Closure, or BRAC, its early stages are already underway.

With its arrival comes a literal wealth of opportunity for companies large and small — as well as minority and women-owned — with the tidal wave of new government business that is en route to Maryland.

While the large (and plenty of smaller) concerns are experienced in scoring and executing multi-million dollar contracting deals, most of the small and minority businesses are often more keyed in on keeping their business running than the tedious task of securing government contracts.

But the State is taking action to provide the aid they need so they, too, can get a helping of the BRAC pie and assist in the largest move-

ment of the U.S. military in this country since World War I, as well as the largest economic development occurrence in Maryland since World War II. Governor Martin O'Malley and Lt. Governor Anthony Brown are leading efforts to train workers for BRAC jobs, and the Governor's Subcabinet on BRAC is working closely with local and federal leaders to ensure the infrastructure is prepared before the BRAC workers arrive in Maryland in the coming years.

Initial Efforts

The State is also providing small and minority businesses with essential assistance through the Governor's Office of Minority Affairs, or GOMA, which coordi-

nates with base realignment and reorganization efforts at military installations statewide.

"The Governor saw the chance to help create inroads for Maryland's minority business community," said Luwanda W. Jenkins, special secretary for GOMA, "and our role is to assist small and minority firms with accessing BRAC opportunities, which are largely federal Department of Defense (DoD) contracting, [facilitating] the movement of military activity here in Maryland."

The State, in collaboration with Maryland's congressional leaders, hosted a Minority Business Enterprise (MBE) Conference at Bowie State University in March; and also created a BRAC Small & Minority Business Advisory Board. Its chairman, John L. Huggins Jr., said the 34-member group is busy identifying the skill sets of its board members to help build the pathways for other MBEs.

"The challenge is doing so without any opportunities [to acquire contract work] yet," said Huggins, "but we are talking to general contractors who have already won construction awards in Aberdeen and Fort Meade."

“
Our role is to assist small and minority firms with accessing BRAC opportunities.”

LUWANDA JENKINS
Governor's Office of Minority Affairs

Huggins is interfacing with executives from Hensel Phelps Construction Co., for instance, as it erects the Defense Information Systems Agency (DISA) headquarters at Fort Meade, while communicating with large contractors like Booz Allen Hamilton that are working with the government officials in Aberdeen.

Huggins said the nearly year-old board is "picking up steam as

BRAC people start moving in. We have a group of subcommittee chairs who are committed to making [the board a success] because they want ... to assist small businesses” in garnering big opportunities.

That, he said, will be done by “focusing on partnering and creating joint ventures before pursuing opportunities when a chunk of business is too big” for any one entity to handle.

He noted that the board is also meeting with BRAC-related groups around the region — like the Fort Meade Alliance, as well as the small business contracting personnel at

agencies such as DISA, the Army Corps of Engineers and U.S. Army Communications-Electronics Command (CECOM) – to generate synergies amongst the groups and to highlight the capabilities of Maryland’s small and minority businesses.

“There is an ample amount of opportunities in Maryland,” said Huggins.

Check the Numbers

Lieutenant Governor Anthony G. Brown, who serves as chair of the Governor’s Subcabinet on BRAC, echoed Huggins’ sentiments and noted the substantial impact minor-

ity firms have on economic development. He also pointed to statistics recently revealed in the BRAC Small & Minority Business Opportunities Study as solid reasons for the State to pursue its strategy.

“The study identifies defense spending and procurement patterns to better assist State small and minority firms,” Brown said, pointing out Department of Defense (DoD) and military installation spending levels between 2002 and 2007. “That analysis determined that there is a potential for increased opportunity for Minority Business Enterprises (MBEs).”

Revealed within the study’s pages are facts such as the follow-

27.6%
Of \$37 billion in DoD spending that went to small businesses in Maryland from 2002 - 2007.

See BRAC 20

Visit the State of Maryland’s BRAC website at
www.brac.maryland.gov
 for information on the State’s efforts to prepare for the expansion of the U.S. military installations and related activity.

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BRAC >>

Continued from 19

ing: Of the \$37 billion in DoD spending that went to Maryland firms during that span, 27.6 percent went to small business; but of that, only 18 percent went to women-owned concerns and just 4.8 percent were dispersed to minority firms.

“That illustrates an opportunity available to women-owned and minority firms,” he explained, also saying that, of the \$1.5 billion in military installation spending that went to Maryland firms during that time, 47.8 percent went to small business. Of that amount, 34 percent went to women-owned operations and 12.3 percent went to minority firms.

“Based on that information, we plan to encourage partnerships to increase business for MBEs,” said Brown.

‘Culture of Inclusion’

According to Special Secretary Jenkins, “Workshops regarding contracting and security clearances are taking place. There is also a culture of inclusion being developed at the highest federal and state levels, and we are looking forward to seeing numerous new names in the State’s contracting mix.”

“A great deal of our minority firms already has experience in the

federal arena due to Maryland’s proximity to D.C. and the many federal agencies located in the region.

Maryland is BRAC ready and the minority business community is ready as well.”

Indeed, it’s key for small and minority businesses to understand that “they have to make new business happen,” said Huggins, “but a lot of small businesses still

don’t understand that. That’s why we’re here to help.”



There is a potential for increased opportunities for MBEs.

ANTHONY BROWN
Lieutenant Governor

Contact the Governor’s Office of Minority Affairs at 1-877-558-0998 or

www.mdminoritybusiness.com

to learn more about BRAC related opportunities for small and minority firms.



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GETTING GRANTS FOR

R&D, IT Opportunities

BY ALAN DESOFF

A program to improve the access of minority and women-owned Maryland businesses to federal grants for early-stage research projects is boosting their participation in the State's information technology sector and advancing Maryland's position as an IT industry leader as well.

Made possible by a \$600,000 grant from the U.S. Small Business Administration (SBA) and operating through the Maryland Technology Development Corporation (TEDCO), the Maryland Minority Research & Development Initiative (MMRDI) is helping minority and women-owned

\$600K

Grant from the U.S. SBA to improve the access of minority and women-owned Maryland businesses.

businesses acquire federal grants through targeted training and business assistance, pre-submission grant proposal reviews, and access to the equipment and expertise of the University of Maryland and federal laboratories located in the State.

The MMRDI is specifically intended to empower minority entrepreneurs to more effectively compete for the highly selective Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) federal grant awards.

"The most important result of MMRDI is that we have been able to educate a small group of entrepreneurs about the benefits of the SBIR program, because it can be a wonderful opportunity for startup companies to develop their technology or help the federal government with the technology they have been looking for. And once that happens, it can really be a pipeline for business for these entrepreneurs," declares John M. Wasilisin, TEDCO's vice president and chief operating officer.

"We have always regarded TEDCO as a really good sister pro-

gram in State government because of the role it plays in helping to commercialize information technology and research development projects," adds Luwanda Jenkins, special secretary of the Governor's Office of Minority Affairs (GOMA).

The SBIR/STTR grants have been chosen as the funding vehicle of interest for MMRDI because of their provisions for long-term economic success, including:

- implicit "certification of the science" authentication that can be lever-

aged to secure follow-on funding with downstream investors;

- the safeguarding of proprietary information developed under the grant; and
- competition-free entry into the government contracting arena for technologies that evolve from the initial grant project.

SBIR/STTR awards are given out in phases.


Phase I provides up to \$100,000 over six months for proof-of-concept work. Phase II pro-

“

If an agency is interested or has a need for technology that you have, it could be a tremendous opportunity to get your company off the ground.

JOHN M. WASILISIN
TEDCO

See GRANTS 22



Maryland Department of Transportation

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Grants >>

Continued from 21

vides up to \$750,000 over two years to advance the Phase I research and develop prototype systems. Phase III offers no further funding but may provide sole-source federal contracts to SBIR companies as the primary providers of the products. The small business retains ownership of all intellectual property, patents or licenses developed during the research process.

The federal SBIR/STTR budget exceeds \$2 billion, with 11 federal agencies contributing portions of their research budgets to the program. Companies eligible for the MMRDI must be minority or women-owned American for-profit enterprises interested in or actively conducting research on problems relevant to the research solicitations issued by the participating federal agencies.

11

Federal agencies contributing portions of their research budgets for the SBIR/STTR program.

Companies must be based in Maryland and have fewer than 500 employees. Preference will be given to businesses operating out of Prince George's County.

TEDCO partnered with the Prince George's Economic Development Corporation as well as the Maryland Small Business Development Center and the U.S. SBA when it established the MMRDI in 2007.

Wasilisin says TEDCO is helping minority and women-owned business in several ways under the initiative. In addition to educating them about "the tremendous opportunity" that the grants offer, it has brought in professionals familiar with the program to provide assistance, including helping small business owners write their grant proposals. "In the federal government, if you don't do it exactly right, you will be disqualified. So we give critiques on their proposal writing," Wasilisin says. One professional who assists is a retired SBIR manager from a federal agency, "so he knows it from the inside," Wasilisin adds.

TEDCO also arranges forums to



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bring the entrepreneurs together with current SBIR managers from different federal agencies, including the Departments of Defense and Health and Human Services, "to find out exactly what they are looking for," Wasilisin continues. The forums give the small business owners "an opportunity to question the managers who are going to be the ultimate decision-makers, so they get an idea of what they're looking for, what's involved and what it takes to be successful," he states.

"Without the MMRDI, the chances of their getting one-on-ones with these SBIR managers probably would be slim to none, and we're basically providing a captive audience for them. It's a wonderful opportunity to develop a pipeline, because the federal government is a huge customer of IT services, and if an agency is interested or has a need for technology that you have, it could be a tremendous opportunity to get your company off the ground," Wasilisin says.

Sometimes, he says, a company's technology might not have specific commercial applications yet but could have broader government applications. Through the MMRDI, "they can maybe refine what they're doing for the federal government and make it attractive in the commercial world," he asserts.

Overall, the MMRDI allows minority and women-owned businesses to do what they might not have been able to do before in developing their technologies, giving them an "opportunity to compete on a more level playing field," Wasilisin says.

"We have a growing base of IT firms in Maryland and our close proximity to Washington gives them an opportunity to work not just with state and local governments but also with the federal sector. A lot of states don't have a specific carve-out for minority and women-owned businesses to help them access federal grants around IT research. This is another area of competitive strength for Maryland," concludes Jenkins.

Call 1-800-305-5556 for more information on MMRDI, or visit

www.marylandtedco.org

BUSINESS, ADVOCACY & TECHNICAL ASSISTANCE Resources

Business/Advocacy:

American Minority Contractors and
Businesses Association Inc.
443-413-3011

Baltimore American Indian Center
410-675-3535
www.baic.org

Calvert County Minority Business Alliance
866-517-0477
www.calvertcountymba.org

Center for Business Inclusion & Diversity
Inc.
410-489-7098
www.cbidinc.org

Greater Baltimore Committee - Bridging
the Gap Program
410-727-2820
www.gbc.org

Korean Minority Business Enterprise
Association Inc.
240-876-5499
www.kmbe.org

Maryland / DC Minority Supplier
Development Council
301-592-6700
www.mddccouncil.org

Maryland Minority Contractors Association
Inc.
410-235-8303
www.mmca-inc.org

Maryland Washington Minority Contractors
Association
410-282-6101
www.mwmca.org

Minority Building Industry Association
301-627-5417
www.mbiaonline.com

Minority Business Advocacy Council of
Charles County
301-396-4455

Minority Business Alliance of St. Mary's
County
301-737-4325

National Association of Minority
Contractors - Metropolitan Area Chapter
202-678-8840
www.namcdc.org

National Association of Women Business
Owners - Baltimore Region
410-876-0502
www.nawbomaryland.org

Tri-County Council for Southern Maryland -
Small/Minority Business Opportunities
Task Force
301-274-1922
www.tccsmd.org

Women Business Owners of Montgomery
County
301-365-1755
www.wbo-mc.com

Women Business Owners of Prince
George's County
301-430-0044
www.wbo.org

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Women Construction Owners & Executives, USA-College Park
800-788-3548
www.wcoeusa.org

Women Presidents' Educational Organization
202-261-3518
www.womenpresidentsorg.com

Chambers of Commerce:

African American Chamber of Commerce of Montgomery County
301-428-9715
www.aacc-mc.com

African Chamber of Commerce – Baltimore Metropolitan Area
www.africanchamberofcommercebaltimore.com

Anne Arundel County Black Chamber of Commerce
410-268-9500
www.bccaac.org

Asian Pacific American Chamber of Commerce
301-424-1471
www.apacc.us

Baltimore City Chamber of Commerce
410-837-7101
www.baltimorecitychamber.org

Baltimore Hispanic Chamber of Commerce
410-347-5600
www.baltimorehispanicchamber.org

Caribbean-American Chamber of Commerce and Industry for the Greater Washington Network
301-219-3840
www.cacci-gwan.org

Frederick County African American Chamber of Commerce
301-695-4413
www.fcaacc.com

Greater Baltimore Black Chamber of Commerce
410-783-5469
www.gbbcc.biz

Hispanic Chamber of Montgomery County
301-654-9424
www.hccmc.org

Maryland Hispanic Chamber of Commerce
240-686-0450
www.mdhcc.org

Prince George's Black Chamber of Commerce
301-567-9650
www.pgblackchamber.org

Prince George's Chamber of Commerce - Small and Minority Business Committee
301-731-5000
www.pgcoc.org

Commissions:

Governor's Commission on African Affairs
410-767-7925
www.goci.state.md.us

Governor's Commission on American Indian Affairs
410-767-7631
www.goci.state.md.us

Governor's Commission on Asian Pacific American Affairs
410-767-7491
www.goci.state.md.us

Governor's Commission on Hispanic Affairs
410-767-7857
www.goci.state.md.us

Governor's Commission on Middle Eastern Affairs
410-767-7925
www.goci.state.md.us

Maryland Commission for Women
410-260-6000
www.dhr.state.md.us

Technical Assistance / Resources:

Anne Arundel County Office of Central Services – Minority Business Program
410-222-7667
www.aacounty.org

Baltimore County Office of Minority Business Enterprise
410-887-5557
www.baltimorecountymd.gov

City of Annapolis – Small and Minority Business Enterprise Development
www.annapolis.gov
410-263-7940

City of Baltimore Small Business Resource Center
www.sbrcbaltimore.com

City of Baltimore Mayor's Office of Minority and Women-Owned Business Development
410-396-3818
www.baltimorecity.gov

Dorchester County Office of Economic Development - Small Business Program
410-228-0155
www.docogonet.com

Economic Development Training Institute
301-423-0524

Harford County Economic Development
410-638-3059
www.harfordbusiness.org

Howard County Economic Development Authority - Business Resource Center
410-313-6550
www.hceda.org

Maryland Capital Enterprises
410-546-1900
www.marylandcapital.org

Maryland Department of Business & Economic Development
410-767-3213
www.choosemaryland.org

Maryland Procurement Technical Assistance Program
301-403-2740
www.mdptap.umd.edu

Maryland Small Business Development Center Network
301-403-8300
www.mdsbdc.umd.edu

Meridian Management Group
410-333-2548
www.mmgroup.com

Minority Business & Consumer Resource Directory
301-860-1866
www.mbcrcd.com

Montgomery County Department of Economic Development – Minority Business Outreach Program
240-777-2032
www.montgomerycomd.org

Prince George's County Financial Services Corporation
301-883-6900
www.fscfirst.com

Prince George's County Small Business Initiative
301-583-4650
www.pgcedc.com

U.S. Small Business Administration (SBA) - Maryland District Office
410-962-6195
www.sba.gov

Women Entrepreneurs of Baltimore, Inc. (WEB)
410-727-4921
www.webinc.org



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