

OUTREACH CALENDAR – 2012

Unless otherwise indicated, the events and external links listed are for informational purposes only and not a guarantee of the validity or accuracy of the information contained therein, nor constitutes an endorsement of any products or services that may be offered.

Date	Time	Event / Sponsor	Location	Event Cost	Description
1/23/12	7:30 am to 9:30 am	Maryland General Assembly 2012 Legislative Forum / Greater Baltimore Committee	Baltimore Marriott Waterfront Hotel, 700 Aliceanna Street, Baltimore, 21202	\$60 Members: \$75 Non-members	Moderator - Jeff Salkin, Maryland Public Television; Speakers - Thomas V. "Mike" Miller, President Senate of Maryland; Allan H. Kittleman, Minority Leader Senate of Maryland; Michael E. Busch, Speaker Maryland House of Delegates; Delegate Anthony J. O'Donnell, Minority Leader Maryland House of Delegates. For more information, contact Chris Fabula at 419-727-2820, x36, Email: chrif@gbc.org ; or click on the following link to register: http://gbc.org/event/2314/
1/23/12	8:00 am to 12:00 pm	Enhancing Relationships between Small Businesses and Financial Institutions / Congressman Elijah Cummings and Maryland Bankers Association	Morgan State University, Murphy Fine Arts Center, Recital Hall, 2201 Argonne Drive, Baltimore 21218	Free	Panelists to Discuss: Access to credit, Bonding, Micro-loans, SBA Programming, Business Counseling, Other lending options. There will be an opportunity to meet with individual lenders immediately following the panel discussion. Free Parking in Lot Y. RSVP to Amy Stratton at amy.stratton@mail.house.gov .
1/24/12	11:30 am to 1:30 pm	What's News, What's New? Media & Advertising in the Digital Age / NAWBO-BRC	Sheraton Baltimore North Hotel, 903 Dulaney Valley Road, Towson 21204	\$35 Member / \$50 Non-Member \$45 Member / \$60 Non-Member Late Registration Fee After January 17	An informative, candid panel about how the news business and sharing news has changed, as well as what really constitutes news and what is newsworthy featuring a panel comprised of regional media experts. If you've ever wondered what gets the media's attention and why – this is the event you won't want to miss. Media/Advertising Panel featuring the following experts: Bonnie Heneson, President Bonnie Heneson Communications; Jeanine Clingenpeel, Editor, SmartCEO; and Joanna Sullivan, Editor, Baltimore Business Journal. For more information, click on the following link: http://www.nawbobrc.org/events.php .
1/24/12	5:30 pm to 8:00 pm	How & Where to Get Financing / MD Small Business Development Center - Capital Region	Capital Region Training Center, 7100 Baltimore Avenue, 4th floor, College Park, 20740	\$40 per person	How will you finance your business venture? What types of loans are available? Are there grants? Do you qualify? This informative class has all the answers and will cover both debt and equity financing. A MDSBDC Business Counselor will use their experience as a commercial banker and small business advisor to present the entire spectrum of financing resources! You'll learn what programs are available to startup businesses, what you'll need to qualify, and what lenders look for in a loan package. One 2.5 hour session. For more information call Ext. 11, 301-403-0501, email: training@mdsbdc.umd.edu , or click on the following link to register: http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=1-24-2012#event1 .



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1/24/12	6:00 pm to 8:00 pm	Nuts & Bolts of Starting and Planning Your Business- Baltimore Co. /MD Small Business Development Center - Central Region	Towson-Baltimore County Public Library, 320 York Road Towson, 21204	Free	This workshop is specifically designed for small businesses in the planning phase of building a company. Featured topics include: registering a business name; filing your business as a legal entity; marketing/advertising strategies; charging and reporting retail/sales tax, creating a business plan, zoning guidelines, and business licensing. To register, click on the following link: http://www.centralmdsbdc.org/trainings/course.php?ID=2672&m=1&dd=0 .
1/25/12	12:00 pm to 3:00pm	Building Effective Teams And Collaboration in Your Business	Hyattsville Branch Library, 6530 Adelphi Road, Hyattsville, MD	Free	This interactive workshop will teach business owners how to create high performing teams within their organizations, what your role is in the process, and the necessary elements for effective team building and how they can be applied to your company. For more information, call the Minority Business Development Division @ (301) 883-6480 or click on the following link: http://www.co.pg.md.us/centralservices/minorityeventcalendar.asp?nivel=subfoldmenu(6.1.)
1/25/12	5:30 pm to 8:00 pm	Tax Tips and IRS Examination Advice for Small Business Owners / MD Small Business Development Center - Capital Region	Wheaton Business Innovation Center, Wheaton Building South, 11002 Viers Mill Road, Suite 700, Wheaton, 20902	\$30 per person	If you are a small business and want to learn tips about taxes and the IRS examination, this class is for you! This class will be taught by small business accountants and attorneys. In this workshop attendees will learn 1) tax tips, 2) how to prepare for tax season, 3) red flags for being selected for examination, 4) the elements of an examination, 5) how an examination proceeds, and 6) potential outcomes. One 2.5 hour session. For more information call Ext. 11, 301-403-0501, email: training@mdsbdc.umd.edu , or click on the following link to register: http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=1-25-2012#event1 .
1/26/12	8:30 am to 10:00 am	Business Mixer with Council Member Campos / Prince George's County Council	Brentwood Arts Exchange Center at Gateway Arts Center, 3901 Rhode Island Avenue, Brentwood, MD 20722	Free	Local business owners are invited to join Council Member Campos for a Coffee Conversation regarding MBE Opportunities, Jobs, Capacity-Building, and other Economic Development Topics. RSVP by January 19, 2012 to: Mirinda Jackson, County MBE Compliance Manager at 301-952-4919 or Email: MDJackson1@co.pg.md.us . Continental Breakfast will be provided.
1/26/12	5:30 pm to 9:00 pm	Small Business Empowerment Series with Cathy Hughes / Verizon Wireless	Hotel Monaco, 700 F Street, NW, Washington 20004	Free	An intimate conversation with some of today's leading African American female entrepreneurs hosted by Caroline Clarke, Executive Editor/Host, Black Enterprise Business Report. To register, click on the following link: http://verizoneventdc.eventbrite.com/



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS

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1/27/12	8:00 am to 10:00 am	Family Matters: Workshop 1 in a New Business Performance Series / University of Baltimore Entrepreneurial Opportunity Center	UB Thummel Business Center - Room 143	\$60 per person, \$100 family of 3	An interactive workshop for family firms seeking new perspectives on succession planning including estate planning, choosing advisors, strategic planning, leadership development, and compensation and performance issues. For more information, contact Charles Rand at CRAND@UBALT.EDU OR 410-837-5060. To register, click on the following link: https://www.etix.com/ticket/online/performanceSearch.jsp?performance_id=1586704&cobrand=white
1/27/12	8:30 am to 11:30 am	How To Do Business with The Washington Suburban Sanitary Commission / WSSC's Acquisition Office	WSSC RGH Auditorium & Lobby Level, 14501 Sweitzer Lane, Laurel, 20707	Free	Some of the topics that will be discussed are: Centralized Bidder Registration (CBR), Small Purchasing Policy, Formal Solicitation Process, Insurance & Bonding, Pre-Bid Conference & Site Visits. For more information, call the Acquisition Office at 301-206-8866.
1/31/12	7:30 am to 9:30 am	Green Markets Forum: The Rules of "Green" Marketing / Chesapeake Regional Tech Council	Bank Annapolis, 1000 Bestgate Road, Annapolis, 21401	Free for Members; \$25 Non-members	The Rules of "Green" Marketing: Your Roadmap For a Sustained Competitive Advantage Without Greenwash - The "green" marketplace has become over-saturated with businesses vying to distinguish themselves and create a sustained competitive advantage. One way to add credibility to a company's green claims and to avoid greenwashing is the use of third-party endorsements and certifications. However, not all certifications are created equal. With more than 400 different eco-labels and green certifications available, how do you choose what's right for your company? This presentation will introduce technology companies to the rules of green marketing, help them navigate the confusing world of green certifications, and provide a roadmap to avoiding greenwashing – both from the marketing and legal perspective. For more information, click on the following link: http://www.chesapeakeotech.org/events/event_list.asp .
1/31/12	12:00 pm to 2:00 pm	Procurement Opportunity Luncheon / National Minority Business Council, Inc. (NMBC)	Bank of New York Mellon 1 Wall St, New York, NY (80 Broadway Entrance)	\$40 Member; \$45 Non-member	Diana Domenech, Manager, Corporate Supplier Diversity, will discuss how M/WBEs can do business with JP Morgan Chase, the requirements for certification by Chase, the goods and services that Chase purchases from minority/woman and veteran owned businesses on a regular basis. Chase is the 2nd largest banking institution in America and has a long and distinguished track record of doing business with qualified Minority & Woman owned Business Enterprises. For more information, click on the following link: http://www.nmbc.org/latest.htm .



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2/1/12 to 2/2/12	1:30 pm to 4:30 pm, 10 am to 5 pm, 6 pm to 9 pm	2012 Maryland Quality Initiative (MdQI) Conference - A Hybrid Approach	Sheraton Baltimore City Center Hotel located at 101 West Fayette Street, Baltimore	\$325 for conference; \$100 Awards Dinner	This is a two day conference attended by local, state and federal agencies, as well as the consultant engineering community, highway contractors and suppliers. The conference is jointly sponsored by Federal Highway Administration, SHA, MdTA, MTA, MAA Concrete Ready Mix Association, ACEC, CEAM, Maryland Transportation Builders & Materials Association, Maryland Asphalt Association and the American Concrete Pavement Association. This year's conference will highlight all the major transportation projects in Maryland, and discuss the latest technological advances in design and construction. Attendees will have many opportunities to network with the Agency representatives, contractors, consultants and material suppliers in General Sessions, 25 Technical Sessions and over 60 Vendors in the exhibit hall. Design and Construction business opportunities for Prime/DBE/MBE firms will be discussed in many of the technical sessions. The annual Awards of Excellence banquet will be held February 2. Registration for all conference attendees except SHA employees should go to www.mtbma.org website to register on line or to download a PDF file. Contact Shelly Baquol at 410-760-9505 or shelly@mtbma.org for questions regarding registration. Additional information regarding the session topics is available at www.mdqi.org .
2/1/12	6:00 pm to 8:00 pm	2012 Hispanic Legislative Reception / The Maryland, Montgomery & Baltimore Hispanic Chambers of Commerce	Lowe House Office Building in Annapolis	TBA	SAVE THE DATE! For more information, visit http://www.mdhcc.org/ .
2/4/12	6:00 pm to 11:00 pm	55th Annual Gala Fundraiser for Scholarships / Baltimore Washington Corridor Chamber Foundation	The Horowitz Performing Arts Center, Howard Community College, 10901 Little Patuxent Parkway, Columbia 21044	TBA	SAVE THE DATE! For more information, call the BWCC at 301-725-4000 or 410-792-9714 or email: events@bwcc.org .
2/6/12	5:30 pm to 9:00 pm	Maryland Congressional Delegation Dinner / Maryland Chamber of Commerce	Martin's Crosswinds, 7400 Greenway Center Drive, Greenbelt, MD 20770	\$85 members; \$150 non-members	During this town hall meeting-style event, Maryland's congressional delegation and Maryland Chamber members will discuss important federal business issues, like the economy, transportation funding, business & environmental regulation, and more. Each member of the delegation will briefly outline priorities and discuss how the delegation works together to get results for Maryland. For more information, contact Kristen Solis at (410) 269-0642, (301) 261-2858 or ksolis@mdchamber.org or click on the following link: http://www.mdchamber.org/events/congressionaldinner/ .



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2/7/12	10:00 am to 1:00 pm	Certification Application Assistance Workshop / Maryland Department of Transportation's Office of Minority Business Enterprise (OMBE)	MDOT Headquarters 7201 Corporate Center Dr. Hanover, MD 21076	Free	Small, minority and women business owners interested in increasing their exposure to State, local and federal government contracting opportunities are encouraged to this workshop focused on Maryland's Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE) and Airport Concessions Disadvantaged Business Enterprise (ACDBE) certification program. Online pre-registration is strongly encouraged. By attending the workshop, you will learn the benefits of certification, the five key requirements for certification, and the four steps in the certification process. For information and registration visit www.mdot.maryland.gov (click on Minority/Disadvantaged Business Enterprise Link).
2/7/12	11:30 am to 1:30 pm	Small Business Sustainability Luncheon "Growing During Challenging Times - What's Your Contingency Plan?" / Mid-Tier Advocacy	U.S. Capitol, Washington, DC	Free	Don't miss Mid-Tier Advocacy's (MTA) first Small Business Sustainability Luncheon of the year. This information-packed event will provide you with a forecast of the 2012 legislative and political environment and educate you on MTA's job creation agenda. Join us as we dialogue with some of the Washington, DC's most influential policymakers, government officials and corporate leaders about how 2012 will impact your business. For more information, call Tonya Speed at 202-421-5100 or click on the following link to register: http://www.midtier.org/ .
2/14/12	8:30 am to 10:00 am	Security in the Workplace / Prince George's Community Federal Credit Union	PGCFCU, 15201 Hall Road, Bowie, MD	Free	This event is part of PGCFCU's Your Business Your Success 2012 Seminar Series and is for business owners seeking to expand and grow. Presentation by BlueLine Security Services, and opportunity to network and give a 30 second commercial to spotlight your business. Register at http://2012ybyys-pgcfcu.eventbrite.com . Questions can be emailed to business@princegeorgesfcu.org or call 301-627-2666 ext. 1066.
3/6/12	8:30 am to 11:00 am	Credit Connections Workshop - Bowie / Maryland Department of Business & Economic Development	City of Bowie EDC Meeting Room, 15901 Excalibur Road, Bowie, MD 20716	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
3/8/12	8:30 am to 11:00 am	Credit Connections Workshop – Rockville / Maryland Department of Business & Economic Development	Shady Grove Innovation Center, Main Conference Room, 9700 Great Seneca Highway, Rockville, MD 20850	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .



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3/14/12	8:00 am to 10:00 am	Celebrating Women Who Move the Nation / Conference Of Minority Transportation Officials (COMTO)	JW Marriott, 1331 Pennsylvania Avenue, NW, Washington, DC 20004	\$100 per person	Join the Conference Of Minority Transportation Officials as they observe Women's History Month by honoring pioneering women who are advancing America's transportation industry. For more information, click on the following link: http://www.comto.org/events/event_details.asp?id=203008 .
3/27/12	8:00 am to 3:00 pm	PROCUREMENT EVENT: Certifications and Procurement / NAWBO-BRC	Sheraton Columbia, 10207 Wincopin Circle, Columbia 21044	\$55 Member / \$65 Non-Member After March 30 \$65 Member / \$75 - Registration closes Mar 26	SAVE THE DATE! For more information, visit www.nawbobrc.org .
3/28/12	8:30 am to 11:00 am	Credit Connections Workshop - Allegany / Maryland Department of Business & Economic Development	Allegany College, 12401 Willowbrook Road, SE, Cumberland, MD 21502	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
3/29/12	8:30 am to 11:00 am	Credit Connections Workshop - Hagerstown / Maryland Department of Business & Economic Development	Hagerstown Community College, Career Programs Building, Room 213, 11400 Robinwood Drive, Hagerstown, MD 21742	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
4/11/12	8:30 am to 11:00 am	Credit Connections Workshop - Carroll / Maryland Department of Business & Economic Development	Carroll Community College, Room K116, 1601 Washington Road, Westminster, MD 21157	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
4/12/12	8:30 am to 11:00 am	Credit Connections Workshop - Frederick / Maryland Department of Business & Economic Development	Mount Saint Mary's University - Frederick Campus, 5350 Spectrum Drive, Frederick, MD 21703	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .



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4/12/12	All Day	22nd Annual OSDBU Procurement Conference	Walter E. Washington Convention Center in Washington D.C	Free for Government; \$200 for Industry; \$250 walk-up	22nd Annual OSDBU Procurement Conference is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. For more information or to register, please visit http://www.fbcinc.com/e/osdbu/ . Attendee Registration questions may be directed to: George Hall, George@fbcinc.com , 240-841-2208 or John O'Neill, john@fbcinc.com , 240-841-2214; Exhibitor or Sponsorship Registration questions may be directed to: Bob Jeffers, bj@fbcinc.com , 240-841-2226; Government Registration questions may be directed to: Liz Hood, liz@fbcinc.com , 240-841-2227.
4/13/12	TBA	28th Annual Maryland Small Business Week Awards Breakfast / U. S. Small Business Administration	Martin's West, Woodlawn, MD	TBA	SAVE THE DATE!
4/23/12	TBA	Top 100 MBE Awards / Center for Business and Diversity	UMUC's Inn and Conference Center, 3501 University Blvd., East Adelphi, MD	TBA	SAVE THE DATE!
4/24/12	8:30 am to 11:00 am	Credit Connections Workshop - Anne Arundel / Maryland Department of Business & Economic Development	Anne Arundel Community College, CADE Building, Room 219, West Campus Drive, Arnold, MD 21012	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
4/26/12	TBA	2012 MBE Procurement and Business Development Conference / Center for Minority Business Development	Martin's Camelot, Upper Marlboro	TBA	SAVE THE DATE!
4/26/12	8:30 am to 11:00 am	Credit Connections Workshop - LaPlata / Maryland Department of Business & Economic Development	College of Southern Maryland - La Plata, Corporate Center, Center for Business and Industry Building B1113, 8730 Mitchell Road, La Plata, MD 20646	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .



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5/3/12	7:30 am to 3:30 pm	2012 Congressional Procurement Conference / Montgomery County Chamber and U.S. Congressman Chris Van Hollen	Universities at Shady Grove, Rockville	TBA	SAVE THE DATE! For more information, visit http://www.montgomerycountychamber.com/events
5/8/12	8:30 am to 11:00 am	Credit Connections Workshop - Harford / Maryland Department of Business & Economic Development	Harford Community College, Edgewood Hall - Room 132, 401 Thomas Run Road, Bel Air, MD 21015	\$30 per person	Learn how to: maximize credit approvals, mitigate risk, and structure challenging deals. Workshops will feature finance specialists from the SBA, USDA, Maryland DBED and Maryland DHCD. Bring your deals for analysis and exploring your options. For more information, contact Delterese George @ 410-767-0438 or dgeorge@choosemaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
5/21/12 to 5/23/12	Various	America's Small Business Summit / U.S. Chamber of Commerce	Omni Shoreham Hotel 2500 Calvert Street NW (at Connecticut Ave.) Washington, DC 20008	\$395 Members; \$525 Non-members; \$295 Small Business Council	The U.S. Chamber of Commerce's annual event—America's Small Business Summit—unites small business owners, managers, and entrepreneurs from across the country to learn, network, and discuss common legislative and management concerns. Help influence our nation's economic and political agenda by advocating for pro-business policies through the Rally on the Hill portion of the program. For more information visit the Summit website, www.uschambersummit.net .
June 2012	8:00 am to 4:00 pm	MBE University Conference – Howard County / Governor's Office of Minority Affairs	TBA	Free	Conference theme: "Strategic Alliances - Connecting Small, Minority and Local Businesses to Public/Private Sector Opportunities". Stay tuned for more information.
End of May/Early June 2012 – day TBA	8:00 am to 4:00 pm	Asian American Business Conference / Governor's Commission on Asian Pacific American Affairs	Universities at Shady Grove, Rockville	TBA	This is the premier event for Maryland's Asian American business community. Participants will hear from excellent speakers and panelists, learn about business opportunities, interact with Asian American businesses at the trade show, and have unique networking opportunities with business owners, government officials, consultants and academics. For more information click on the following link: http://www.asian.maryland.gov/businessconference.html .
6/26/12	5:30 pm to 8:00 pm	Woman of the Year and Scholarship Dinner / National Association of Women Business Owners- Baltimore Regional Chapter (NAWBO-BRC)	TBA	TBA	SAVE THE DATE
8/15/12 to 8/18/12	various	2012 Annual Summer Conference / Maryland Association of Counties (MACO)	Roland Powell Convention Center, Ocean City, MD	TBA	SAVE THE DATE! Program features more than 20 continuing education sessions, networking opportunities, a 280-booth trade show, the Governor's address and the annual Crab Feast. For more information, visit http://www.mdcounties.org/ .

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October 2012	TBA	<i>MBE University Conference /</i> Governor's Office of Minority Affairs	TBA	Free	Stay tuned for more information.