

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
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. 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	\$75 per person	For more information, call the BWCC at 301-725-4000 or 410.792.9714 or email events@bwcc.org; or click on the following link to register: http://www.baltwashchamber.org/events/eventdetail.aspx?EventID=940 .
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/ .



OUTREACH CALENDAR – 2012

Date	Time	Event / Sponsor	Location	Event Cost	Description
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	7:30 am to 9:30 am	Get Down to Business Outreach/ Whiting-Turner Contracting Company	War Memorial	Free	Whiting-Turner invites you to join us once again for coffee, donuts, and a look at what we will be bidding in the near future. They will have several of their project and bid teams available to meet and give you a look at what work they will be putting out to bid in the next several months. Those of you who have been attending these events all know that this is absolutely the best way to develop a business relationship with W-T and keep up with what they are bidding. Those of you who may be new...they are looking forward to meeting you!
2/14/12	8:30 am to 10:00 am	Security in the Workplace / Prince George's Community Federal Credit Union	PGCFU, 15201 Hall Road, Bowie, MD	Free	This event is part of PGCFU'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://2012ybys-pgcfu.eventbrite.com . Questions can be emailed to business@princegeorgescfcu.org or call 301-627-2666 ext. 1066.



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2/15/12	8:00 am to 4:45 pm	<p>Technology Support for Small Businesses Conference / Federal Communications Commission's Office of Communications Business Opportunities (FCC-OCBO), SBA, SCORE, E-Business Now Consortium, and the Maryland Hispanic Chamber of Commerce</p>	Washington Convention Center, 801 Mt Vernon Place NW, Washington, DC	Free	<p>The Federal Communications Commission's Office of Communications Business Opportunities, the E-Business Now Consortium, the Small Business Administration, the Service Corps of Retired Executives, and the Maryland Hispanic Chamber of Commerce will jointly host a series of workshops on broadband tools for small businesses. There will be a free luncheon which will include keynote addresses by industry leaders. These workshops are designed to help small business, harness the internet by providing a step by step approach to building an online presence and utilizing the internet to better conduct accounting, inventory and other business processes. We encourage entrepreneurs from the tri-state area and beyond to take advantage of this unique opportunity. The workshop will explore strategies for boosting your revenues through broadband technology; creating a technology plan for your business; building the perfect website; tech strategies for improving cash flow; and one on one mentoring sessions on the latest broadband applications and techniques for small businesses. Whether your business is IT focused or traditional brick and mortar, this conference will offer much needed insight on how the web can help you create a virtual online presence, expand your business footprint and streamline your administrative processes. For more information and to register, click on the following link: http://www.fcc.gov/events/fccsbascore-technology-support-small-businesses-conference. Space is limited and is based on a first-come first-serve basis.</p>
2/21/12	5:00 pm to 7:30 pm	<p>Contractor College: Developing and Managing a Business Plan - Establishing and Managing Credit / University of Maryland Medical Center, Turner Construction, and PNC Bank</p>	University of Maryland Medical Center's downtown campus (22 South Greene Street Baltimore, MD)	Free	<p>The University of Maryland Medical Center (UMMC) is hosting and sponsoring an event called "Contractor College" in 2012. The program will include a series of sessions taught by the Medical Center, local Construction Management firms working at the UMMC, and other consultants / partners. The intended audience is small and/or minority subcontractors in the building trades. The goal is to provide information and training to enhance their opportunities for working with larger GC's, CM's, and owners in the healthcare construction industry. Interested firms should register by emailing construction@umm.edu. Registration is First-Come, First-Serve, and is required by February 3rd, 2012. Please include individual names and email addresses.</p>
2/29/12	6:00 pm to 8:00 pm	<p>Minority Business Exchange Outreach Series / Radio One Baltimore</p>	Reginald Lewis Museum	TBA	SAVE THE DATE!



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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 .
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 .



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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 .
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!
4/19/12	6:00 pm to 8:00 pm	2nd Maryland Small Business Summit & Expo / Lou Fields	Forum Caterers	TBA	SAVE THE DATE! For more information, Lou Fields at 443-983-7974
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 .



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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 BI113, 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@choosmaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
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
5/4/12	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!
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@choosmaryland.org or click on the following to register: http://creditconnections2.eventbrite.com .
5/11/12	TBA	Annual Spring Breakfast / Maryland Washington Minority Contracting Association (MWMCA)	Martin's West, Woodlawn	TBA	SAVE THE DATE!
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 .



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6/5/12	8:00 am to 4:00 pm	MBE University Conference – Howard County / Governor's Office of Minority Affairs	Howard Community College, Columbia, MD	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/ .
October 2012	TBA	MBE University Conference / Governor's Office of Minority Affairs	TBA	Free	Stay tuned for more information.