

# GOOD MORNING!



**Eduardo D. Hayden**  
Small Business Outreach Manager

## Ready, Set, GROW!

**Procurement & Workforce  
Connections Workshop**

**Friday, September 12, 2025**

- Welcoming Remarks – Rocky Gap Casino, Golf & Resort
- Allegany County Chamber
- Maryland Workforce Overview
- Western Maryland Partners
- Keynote – Special Secretary Maria Martinez
- Procurement & VSBE/CSB Certifications Overview
- Closing Remarks
- Open Networking & Certifications Breakout Session



# AGENDA



**ROCKY GAP<sup>®</sup>**  
CASINO • RESORT • GOLF

**Co-Host & Sponsor**

**Thank You!**



# WELCOMING REMARKS



**Brian Kurtz**

Senior Vice President &  
General Manager

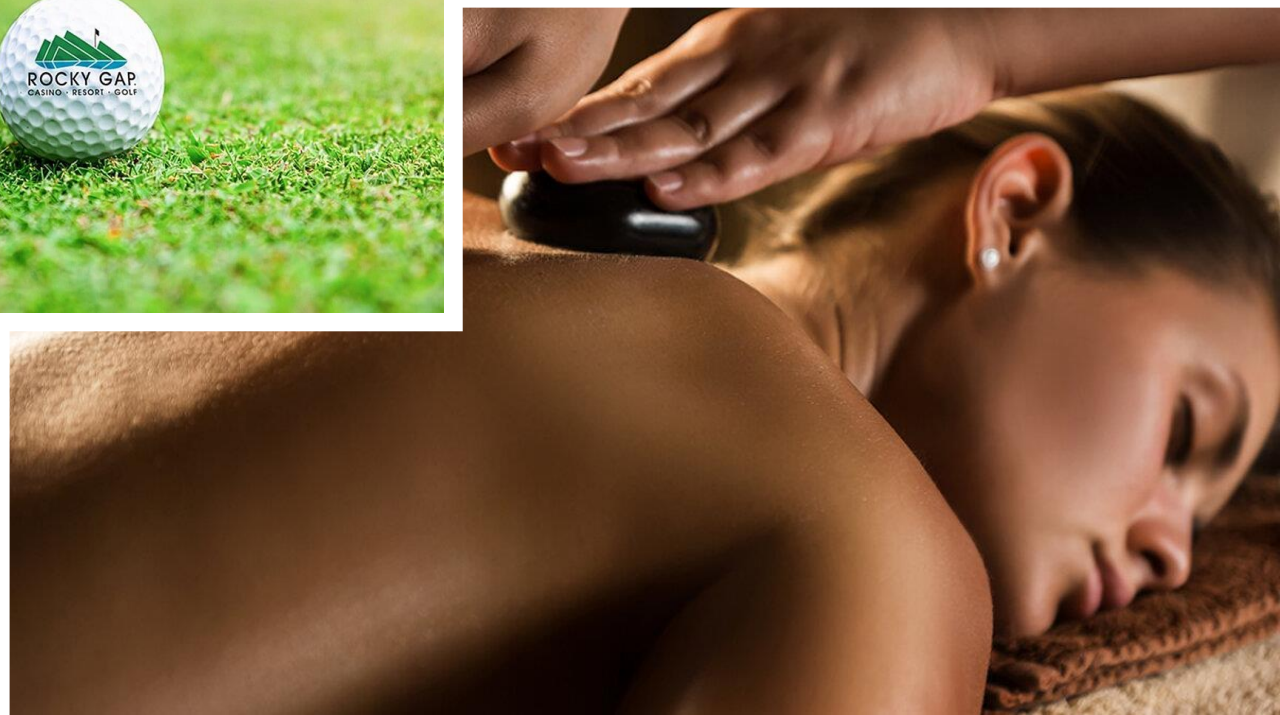


<https://www.cnty.com/rocky-gap>











# To Do Business with Rocky Gap Casino, Golf & Resorts

Medical Supplies  
Security Equipment  
Uniforms (polo/t-shirts)  
AV equipment  
Cabling  
Air filters  
HVAC service  
Roofing contractors  
PCs, network equipment & monitors  
Power supplies, server racks &  
other storage solutions

Chemical suppliers  
Office supplies  
Forms  
Custom furniture  
Surveillance equipment (cameras, servers, switches,  
cable)  
Slot parts and supplies  
Paper goods to replace Styrofoam  
Vendors for detailed kitchen cleaning and/or  
maintenance  
Promotional items



<https://www.cnty.com/rocky-gap>

## Connect With Us!

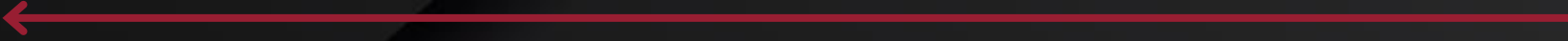


**Collaborating Partner:**



To learn more about the Chamber, please scan the QR Code.

**Juli McCoy**  
President & CEO



THE VOICE *for* BUSINESS



# THE CHAMBER IN A NUTSHELL

Force multiplier for business

Stamp of approval for consumers

Connected to everything in the community





# HOW WE SERVE

Advocate with local & state government

Partner with schools, colleges, nonprofits

Build business connections across industries



# WHY IT MATTERS TO YOU

Advocacy → Your Voice Heard

Connections → New Opportunities


Visibility → Trusted & Recognized

Growth → Tools to Scale Your Business



# WHY IT MATTERS TO US

Strong Businesses = Strong Communities





# Thank You!



Allegany County Chamber of  
Commerce  
24 Frederick Street  
Cumberland, MD 21502  
301-722-2820  
[www.alleganycountychamber.com](http://www.alleganycountychamber.com)  
[info@alleganycountychamber.com](mailto:info@alleganycountychamber.com)

The background of the slide features several 3D puzzle pieces. Most are a light blue color, while one piece in the upper right is a bright yellow. The pieces are arranged in a way that suggests they are being assembled or are part of a larger structure. The lighting creates soft shadows, giving the pieces a three-dimensional appearance.

# **WORKFORCE CONNECTIONS OVERVIEW**

# Workforce Development:



**Suja Joseph**

Director

Statewide Reemployment Programs



**Brian Grim**

Re-Employment Programs Director  
Garrett, Allegany & Washington Counties



<https://www.labor.maryland.gov/>

To learn more about our  
Workforce programs  
please scan the QR Code.







# Maryland

**DEPARTMENT OF LABOR**

**Workforce Development @  
Ready, Set, GROW!**

**Suja Joseph**

[suja.joseph@maryland.gov](mailto:suja.joseph@maryland.gov)

**Brian Grim**

[brian.grim1@maryland.gov](mailto:brian.grim1@maryland.gov)

# MD Labor - Workforce Perspective

- |  |  |
|--|--|
| <ul style="list-style-type: none"><li>• For Jobseekers<ul style="list-style-type: none"><li>– Build in-demand digital skills: resume/ATS, LinkedIn, virtual interviewing</li><li>– Explore Apprenticeship &amp; ETPL training (earn while you learn)</li><li>– Create/complete your profile in MWE and use virtual recruiter</li><li>– Connect with POAC &amp; American Job Centers for coaching and referrals</li><li>– See upcoming job fairs &amp; recruitments (MD Labor page)</li></ul></li></ul> | <ul style="list-style-type: none"><li>• For Employers<ul style="list-style-type: none"><li>– Create a free MWE employer account; post jobs and search resumes</li><li>– Book a Virtual/On-Site Recruitment with your local AJC</li><li>– Build pipelines through Registered Apprenticeship (sponsor or partner)</li><li>– Use incentives: WOTC, Maryland Business Works, Federal Bonding, OJT/DORS</li><li>– Partner with POAC for job fairs, workshops, and candidate referrals</li></ul></li></ul> |
|--|--|



# Maryland

## DEPARTMENT OF LABOR

### **American Job Centers (AJC)**

- State employment office
- Reemployment Assistance – Job Search, Career Guidance
- Veterans offered Priority of Service
- Co-located with partner agencies
- Virtual One Stop – Maryland Workforce Exchange
- Explore Options to Upgrade Skills including training and certifications
- Job Fairs and Recruitment Events – Visit the [Maryland Workforce Exchange](#)


# Western Maryland American Job Centers

- **Allegany and Garrett Counties**  
138 Baltimore Street, Cumberland
  - 301-777-1221
- **Washington County**  
14 N. Potomac Street, Hagerstown
  - 301-393-8212



***Statewide Job Center contacts available at our table!***


**Western MD Regional Job Fair**  
***November 5 at Country Club Mall***

# The Maryland Workforce Exchange (MWE)



MARYLAND DEPARTMENT OF LABOR  
**Maryland Workforce Exchange**





[Sign In / Register](#)  
English (United States) ▾

Enter a keyword and/or location to find jobs.

[Search Jobs ▾](#)

[\[ Additional Search Options \]](#)


Links:


[Federal Government Transition: Resources For Impacted Workers](#)


Latest News and Announcements [Register to Vote! Click Here.](#)


JOB SEEKERS


★ Explore MWEJobs

 Find a Job

 Create a Résumé


 Unemployment Insurance ▾


 ETPL Programs


 Individual Tutorial Videos


More


EMPLOYERS

 Find a Candidate

 Education and Training


 Job Market Trends


 Labor Force Data


 Employer Tutorial Videos


Employer Guest Workplace

LABOR MARKET INFORMATION

 LMI Home

 Area Profile

 Demographics

 Publications

More



# Maryland

## DEPARTMENT OF LABOR

### Maryland Workforce Exchange (MWE) for Employers

- Create a free employer account at [mwejobs.maryland.gov](https://mwejobs.maryland.gov) (EIN required) and register as your organization's representative.
- Post jobs with clear skills, clearance, and location keywords.
- Use Resume Search and Candidate Matching to build shortlists fast.
- Turn on email alerts to get new matches automatically.
- Book a Virtual Recruitment with your local AJC to meet candidates quickly.





# Maryland

## DEPARTMENT OF LABOR

### MWE for Jobseekers

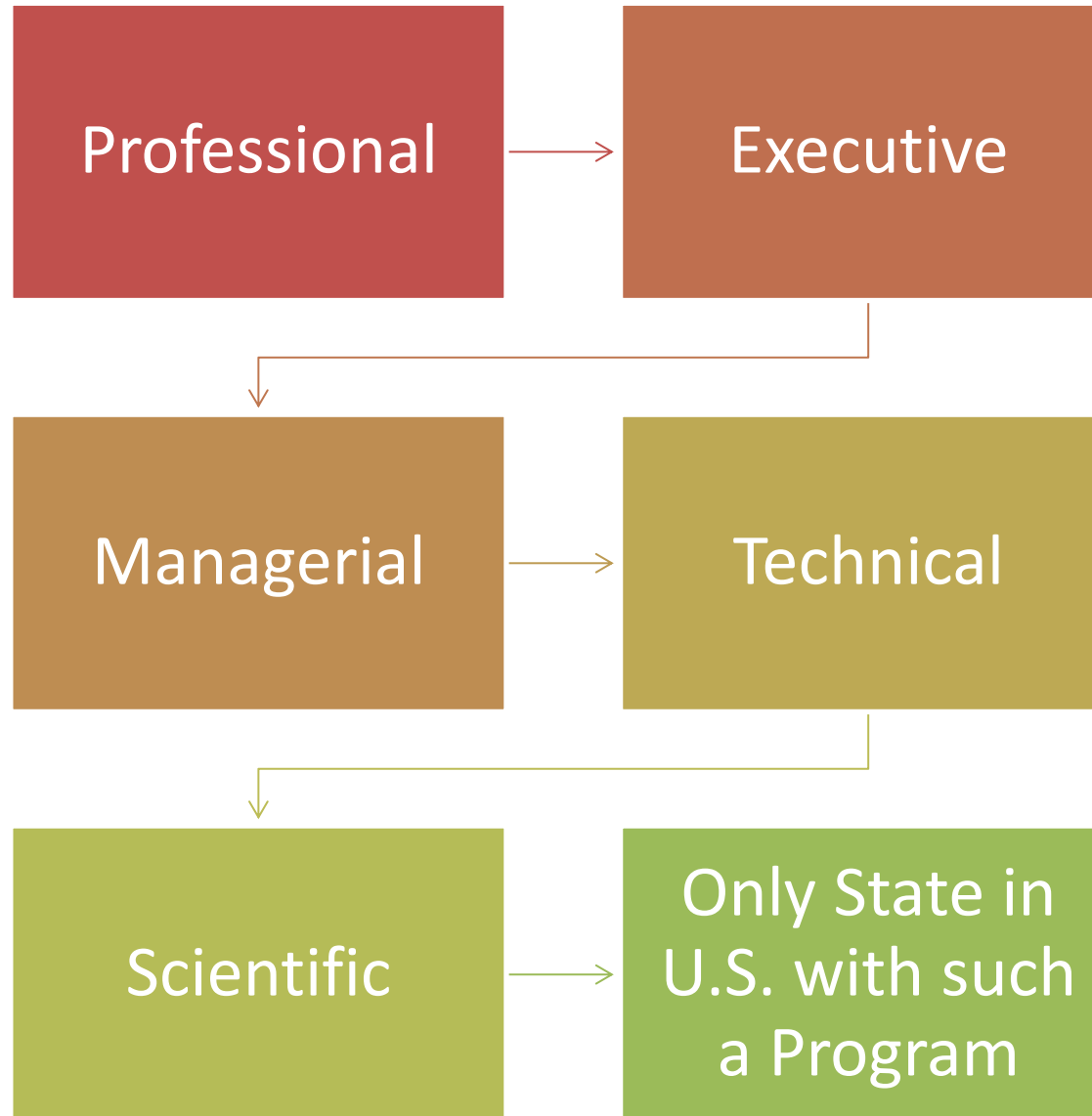
- Create a profile, upload/build your resume, and make it visible to employers
- Set virtual recruiters and job alerts; thousands of employers post statewide
- Access interview practice, training (Big Interview), and labor market tools
- Use the MWEJOBS mobile app for on-the-go access



**The Professional Outplacement Assistance Center (POAC) is a service offered by the Maryland Department of Labor's Division of Workforce Development and Adult Learning (DWDAL)**

POAC staff consists of professionals experienced in working with thousands of job seekers from a wide range of professional occupations, providing high quality services that are free of cost to Maryland residents.

**JOB  
SEEKERS  
SERVED**



# POAC Services

Interview  
Preparation  
(Mock Interview)

Explaining  
Negative  
Separation

Navigating  
Career Change

Troubleshooting  
Search Strategies

Evaluating Job  
Offers/Salary  
Negotiation

Individualized  
Career Services



# Maryland

## DEPARTMENT OF LABOR

### **FedWorker Workshop: Seeking New Opportunities**

- Weekly virtual workshop for former federal employees & contractors
- Focus: translate federal experience, target resumes, and map state/private paths
- **When:** Wednesdays, 9:00 AM–12:00 PM (virtual)
- **How to join:** email [FedWorker.Transition@maryland.gov](mailto:FedWorker.Transition@maryland.gov)



# Maryland

## DEPARTMENT OF LABOR

### Maryland Apprenticeship & Training Program (MATP)

- **Earn-while-you-learn model;** build a pipeline of skilled talent
- Flexible, industry-aligned occupations; registered with MD Labor
- Employers: become a sponsor/partner; connect with candidates via the Apprenticeship Locator
- Great fit for mid-career transitions and skill-up pathways



# Job Seekers - FIND YOUR APPRENTICESHIP



# Employers - FIND YOUR NAVIGATOR



The Maryland Department of Labor's team of Apprenticeship Navigators are positioned across the state to assist local business and partners with building successful apprenticeships



# Maryland

## DEPARTMENT OF LABOR

### Reentry and Second-Chance Hiring (Maryland Reentry Initiative)

- Statewide Reentry Navigators connect returning citizens to jobs, training, and services
- Employers: tap Federal Bonding (no-cost fidelity bonds) + WOTC tax credits to offset risk
- Get introductions to job-ready candidates via your local AJC
- **Learn more:**  
[labor.maryland.gov/employment/reentry.shtml](http://labor.maryland.gov/employment/reentry.shtml)





# Maryland

## DEPARTMENT OF LABOR

### Maryland Job Fairs & Recruitments

- Find statewide hiring events and virtual recruitments, updated regularly
- Employers: promote openings and meet candidates quickly
- Jobseekers: prep with POAC/AJCs and engage employers live
- See list (updated weekly):  
[labor.maryland.gov/employment/jobfairs.shtml](https://labor.maryland.gov/employment/jobfairs.shtml)



- Contact your local AJC for program referral to eligible WIOA programs
- Explore the Eligible Training Provider List (ETPL) for in-demand programs
- Leverage short-term training and certifications to speed placement
- Pair training with OJT/Registered Apprenticeship for earn-while-you-learn

Training That's Funded (ETPL/WIOA)



## Next Steps & Contacts

- **POAC:** events, job fairs, and coaching  
[poac@dllr.state.md.us](mailto:poac@dllr.state.md.us)
- **American Job Centers (AJC):** local support for jobseekers and businesses at [labor.maryland.gov/county/](http://labor.maryland.gov/county/)
- **Apprenticeship:**  
[labor.maryland.gov/employment/appr/](http://labor.maryland.gov/employment/appr/)
- **MWE:** [mwejobs.maryland.gov](http://mwejobs.maryland.gov) and email [wehelp@dllr.state.md.us](mailto:wehelp@dllr.state.md.us) for help to get set up in MWE



# Collaborating



# Thank You!

# Partners



# KEYNOTE



**Maria Martinez**  
Special Secretary

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)



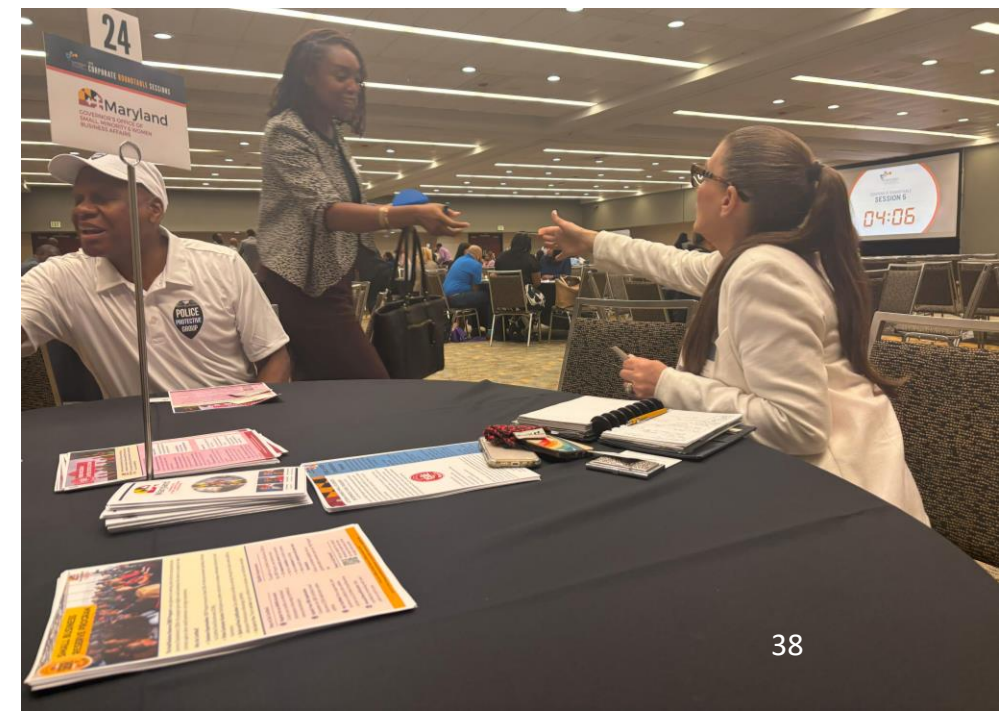
[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)







- Workshops
- Match-Making
- Conferences







**Ready, Set, GROW!**



**Women's Small  
Business Celebration**



**Shop Local**





- Business Roundtables
- Keynotes
- Panel Discussions







**Certification Workshops**



**Economic Development**



**Casino Outreach**



**VSBE Outreach**





**Women Veteran  
Small Business**



**Seats For Service**



**VSBE  
Appreciation**





[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



**Leave No One Behind**





**Danielle Davis**

VSBE

Compliance Manager



**PROCUREMENT &  
VSBE/CSB CERTIFICATION  
OVERVIEW**



# CERTIFICATION WORKSHOP SERIES

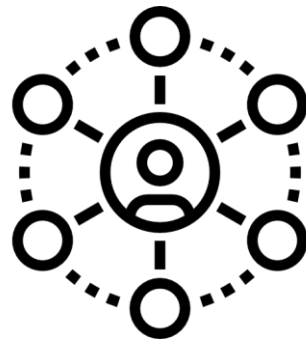




GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS



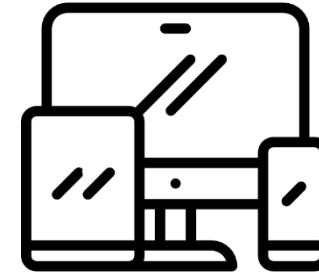
Implement  
Maryland's 3  
socioeconomic  
procurement  
programs across  
70+ purchasing  
units



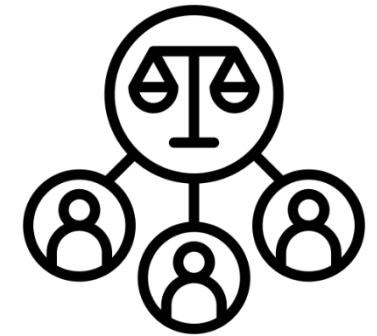
Connect small,  
minority, women,  
& veteran business  
owners to  
opportunities  
in the state  
contracting arena



Host free small  
business training  
webinars and  
business  
development  
events



Curate online  
resources at  
the federal,  
state, and  
local levels



Home of the  
newly-formed  
MBE  
Ombudsman  
Unit

[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)



# Maryland's Socioeconomic Procurement Programs



- Prime & subcontracting opportunities
- 70+ participating state agencies & departments
- Race & gender specific
- Application-based certification process with MDOT's Office of Minority Business Enterprise



- Prime & subcontracting opportunities
- 50+ participating state agencies & departments
- Veteran specific
- Online certification process in eMaryland Marketplace Advantage



- Prime contracting opportunities
- 60+ participating state agencies & departments
- Race and gender neutral
- Online certification process in eMaryland Marketplace Advantage

***No cost to obtain or maintain certification. Annual renewal requirements apply.***

# Maryland's Socioeconomic Procurement Programs



- 9,000+ certified MBE firms
- \$2.2 Billion in awards in FY24
- \$1.6 Billion made in payments
- 1,724 Firms to Receive payment as an MBE in FY24



- 950+ certified VSBE firms
- \$124 Million in Awards in FY24
- 727 Prime contracts made to VSBE's contracts in FY24
- 104 VSBE firms received payments in FY24

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



- 5,500+ certified SBR firms
- \$483 Million in payments
- Over 2,000 Firms received payment as an SBR in FY24
- 29% increase in Certified Small Business database



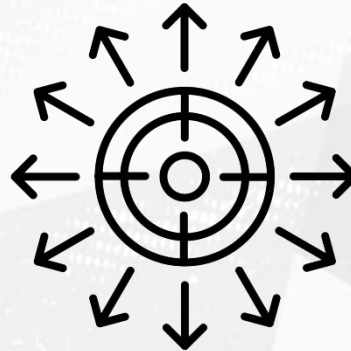


GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS

# MBE Ombudsman Unit



Serves as an internal  
resource across the 70+  
agencies and departments  
engaged in the MBE  
Program



Serves as an external resource  
to certified MBEs, prime  
contractors, legislators, and  
stakeholder organizations



Ensures MBE Program  
implementation and  
compliance during contract  
performance to effect better  
outcomes

[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)

# Minority Business Enterprise (MBE) Program



# MBE OMBE

The MBE Certification is currently held under the Maryland Department of Transportation's (MDOT) Office of Minority Business Enterprise. Vendors can complete other federal/state certifications also under this office which includes DBE, SBE, and Airport Concessions. <https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>



MBE Home

Directory of Certified Firms

How to Use Directory of  
Certified Firms

Certifications & Forms

Certification Management

Expansion of Services

Small Business Reserve  
(SBR) Certification

Certification Application

## Small, Minority & Disadvantaged Business



Maryland's Official Certification Agency



# MBE Certification Process



## Steps to Certification

1. Application – Applicant submits a complete application and supporting documentation to Office of Minority Business Enterprise (OMBE) . All applications can be submitted online.  
Please Note: The Federal DBE/ACDBE program requirements are separate from Maryland's MBE Program. Applicants are not required to seek both DBE/ACDBE and MBE certifications.
2. Investigation – An investigator reviews documentation submitted by applicant, conducts an on-site/job-site visit and prepares an investigative report.
3. Evaluation – The application and supporting documentation is evaluated to determine whether the firm meets the DBE/ACDBE/SBE program requirements. The Certification Review Committee evaluates whether the applicant firm meets Federal Certification program requirements.
4. Determination – A written determination is issued from OMBE.  
[DBE\\_ACDBE\\_SBE\\_Certification Overview.pdf \(maryland.gov\)](#)
5. **All Maryland firms or Out of State firms applying for MBE certification must be registered and in Good Standing with the Maryland Department of Assessment and Taxation (SDAT).** Use the following link to check a firms **Good Standing** status or register a business [Register Your Business Online](#), or contact SDAT at 888-246-5941.

# Small Business Reserve

## (SBR) Program for Certified Small Business (CSB)





# CSB Certification Process



The CSB is a free, same day certification for prime contractors who meet the eligibility standards based on industry, number of employees and gross sales standards.

## Small Business Reserve (SBR) Program

---

### Maryland's Prime Contracting Program for Certified Small Businesses

- Same day self-certification
- Close to half a Billion dollars in state-funded contracts paid to Certified Small Businesses (CSBs) in FY2024
- An average of 30% of all state-funded open solicitations are SBR Designated for Certified Small Businesses (CSBs)

*Check out the details below and JOIN TODAY!*



# SBR Eligibility Standards



**Certified Small Businesses (CSB) must meet the following eligibility standards:**

For the purposes of a Small Business Reserve Procurement, a small business is a for-profit business, other than a broker, that meets the following criteria:

- A. It is independently owned and operated;
- B. It is not a subsidiary of another business;
- C. It is not dominant in its field of operation; and
- D. Either:

**Industry: Must not exceed employees and gross sales below for the most recent 3 years**

- Wholesale- did not employ more than 50 persons and operations did not exceed an average of \$4,000,000
- Retail- did not employ more than 25 persons and operations did not exceed an average of \$3,000,000
- Manufacturing- did not employ more than 100 persons and operations did not exceed an average of \$2,000,000
- Service- did not employ more than 100 persons and operations did not exceed an average of \$10,000,000
- Construction- did not employ more than 50 persons and operations did not exceed an average of \$7,000,000
- Architectural and engineering- services of the business did not employ more than 100 persons and operations did not exceed an average of \$4,500,000

# Veteran-Owned Small Enterprise (VSBE) Program



# VSBE Program & Eligibility



The VSBE is both a prime and subcontracting certification program for veteran-owned small businesses that meet the following eligibility standards:

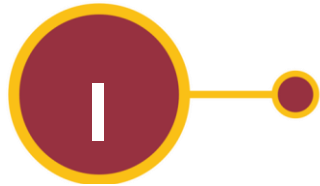
1. Be a small business as defined by the [United States Small Business Administration in 13 C.F.R. 121.201](#) and any subsequent revision of that regulation
2. Be at least 51% owned and controlled by one or more individuals who are veterans
3. Must be **for-profit** business

A veteran for this State program is defined as an individual who is verified as having served on active duty in the armed forces of the United States, other than for training, and was discharged or released under conditions other than dishonorable.





# 3- Step VSBE Certification



Complete Vendor  
Registration



Veteran Verification



VSBE Application



# BUSINESS IOI



# Business 101-

# Maryland Business Express



**PLAN**  
your business

*Turn your great idea into a great business*



**START**  
your business

*Register, file and launch your business*



**MANAGE**  
your business

*Run your business and prepare for success*



**GROW**  
your business

*Find new funding, locations & customers*



<https://businessexpress.maryland.gov/>



# Maryland Department of Assessment & Taxation (SDAT)



All Maryland domestic and foreign business entities registered in Maryland must maintain their "good standing" status with the [State Department of Assessments and Taxation](https://egov.maryland.gov/BusinessExpress/EntitySearch/Search).

<https://egov.maryland.gov/BusinessExpress/EntitySearch/Search>

Business Name:

Search by: ☒ Business Name

☐ Department ID



[Back](#)

Fees

Processing Times

Business Resources

Demo

# Small Business Resources



The screenshot shows the homepage of the Governor's Office of Small, Minority & Women Business Affairs. The header features a search bar and navigation links: HOME, MBE PROGRAM, MBE OMBUDSMAN, SBR PROGRAM, VSBE PROGRAM, RESOURCES, and FORECAST. The main banner includes the office's name and a set of social media icons (Facebook, YouTube, X, and LinkedIn) which are circled in yellow. The left sidebar contains a 'Quick Links' menu with items like 'About Us', 'Legislation and Policy', 'Outreach', 'News', 'Reports', 'Contact Us', and 'Recent'. Below this are links for the 'SBR PROGRAM REPORTING TOOLKIT' and 'MBE PROGRAM'. The central content area features a large banner for the 'T.I.P.S. SMALL BUSINESS WEBINAR SERIES' with the text 'TRAINING & INSIGHTS FOR PROCUREMENT SUCCESS' and a 'REGISTER ONLINE' link to 'goMDsmallbiz.maryland.gov'. The right sidebar is titled 'NEW Program Seals' and includes text about certification status, followed by three circular seals: 'MINORITY BUSINESS ENTERPRISE MBE PROGRAM', 'VETERAN-OWNED SMALL BUSINESS VSBE PROGRAM', and 'SMALL BUSINESS RESERVE SBR PROGRAM'.

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>



# Business 101- NAICS CODES & UNSPSC CODES

<https://www.census.gov/naics/>

United States<sup>®</sup>  
**Census**  
Bureau

## North American Industry Classification System

Main History Development Partners Federal Register Notices FAQs Reference Files ▾ NAPCS

### NAICS Search

Enter keyword or 2-6 digit code

2022 NAICS Search Go

Enter keyword or 2-6 digit code

2017 NAICS Search Go

Enter keyword or 2-6 digit code

2012 NAICS Search Go

### Introduction to NAICS

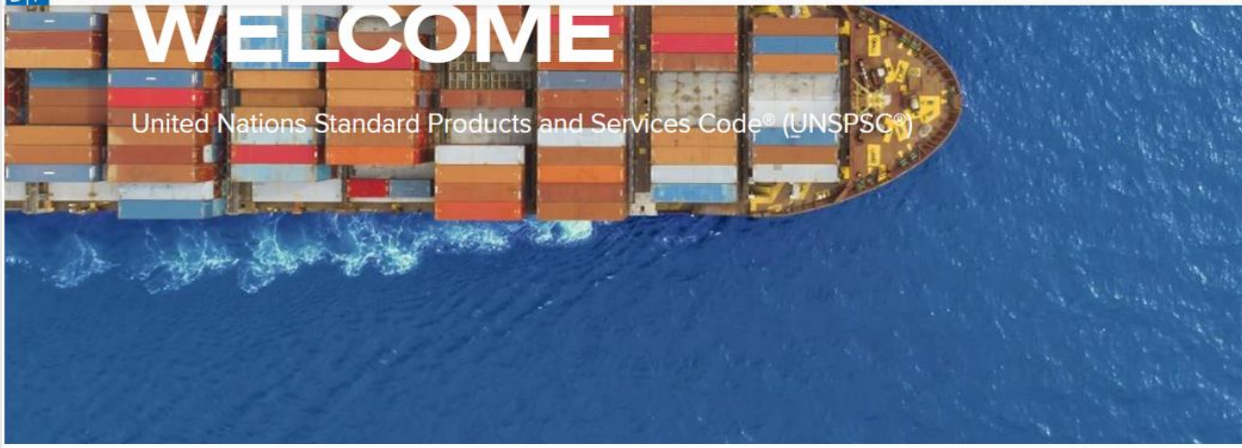
The North American Industry Classification System (NAICS) is the standard classifying business establishments for the purpose of collecting, analyzing U.S. business economy.

NAICS was developed under the auspices of the Office of Management and the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly [Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#) to provide a level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on the various NAICS reference files and tools. Additional information on the background of the system is available in the [History](#) section of this Web site.

<https://www.ungm.org/public/unspsc>

United Nations<sup>®</sup>  
**Standard  
Products and Services  
Code**



United Nations Standard Products and Services Code<sup>®</sup> (UNSPSC<sup>®</sup>)

The **United Nations Standard Products and Services Code<sup>®</sup> (UNSPSC<sup>®</sup>)**, owned by the United Nations Development Programme (UNDP), is an open, multi-sector standard for efficient, accurate classification of products and services.

The UNSPSC offers a single global classification system that can be used for:

- Company-wide visibility of spend analysis
- Cost-effective procurement optimization
- Full exploitation of electronic commerce capabilities



# eMMA- State Bid Board System

Welcome to eMaryland Marketplace Advantage (eMMA)



**eMMA** is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (**SBR**) Program and Veteran-owned Small Business Enterprise (**VSBE**) Program.

**eMMA** facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at [eMMA.helpdesk@maryland.gov](mailto:eMMA.helpdesk@maryland.gov).

For additional training and resources, please go to the Maryland Procurement Academy homepage at [State of Maryland eMMA Training](#)

## LOGIN

<https://emma.maryland.gov/>

Login\*

 Email / Username

Login must have a value

Password\*

 .....

Login

State SSO Login (login.md.gov)

MDoT SSO Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search

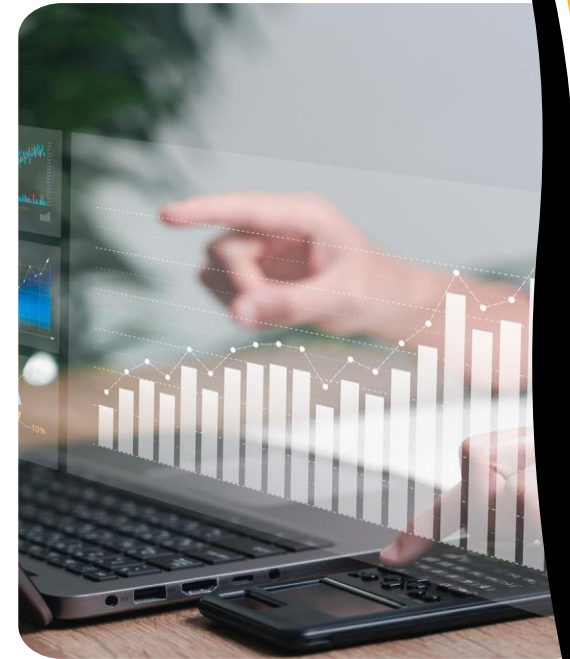
# eMMA Registration TIPS

eMMA is compatible with Google Chrome internet and a new user cannot set up a profile on a mobile device

Password- Must be 12 characters including an upper case, a lower case, a number and a symbol.

EIN Tax ID Number- You must have this 9-digit number to register your business as a vendor.

Commodity Codes- UNSCPS Codes- each business must place at least one of these codes under your account. It is best to write that down to manually input that number. <https://www.ungm.org/public/unspsc>



# What's New



DEPARTMENT OF  
GENERAL SERVICES  
OFFICE OF STATE PROCUREMENT

MARYLAND PROCUREMENT REFORM

## RULE OF TWO

If at least two certified small businesses can perform the work, a contract is reserved exclusively for competition amongst certified small businesses.

This means more opportunities for certified small businesses to succeed as prime contractors, helping to build a more inclusive and equitable economy.

- ✓ Creates jobs and **expands opportunity** across the state
- ✓ Strengthens the vendor base and promotes competition, **improving outcomes and value** for Maryland
- ✓ Helps the state **achieve policy goals** related to equity, inclusion, and economic impact
- ✓ Levels the playing field and **fosters business growth** in underserved sectors

## SBR-CSB Terminology Change

All vendors previously identified as “Small Business Reserve (SBR) vendors” are now designated as Certified Small Businesses (CSB) in eMMA. Wherever applicable, the term “SBR” has been replaced with “CSB” throughout the eMMA system.

## Certification Period Extension

Effective September 1, 2025, all new and renewing SBR & VSBE certifications will be valid for three years in eMMA!



# UPCOMING VIRTUAL TRAININGS

A graphic for the T.I.P.S. Small Business Webinar Series. It features a dark blue background with red and yellow geometric shapes. A central hexagonal image shows a person's hands using a laptop and a smartphone. Text on the left includes the series title, a description, frequency, time, and registration information. The bottom right corner features the Maryland state logo and the Governor's Office of Small, Minority & Women Business Affairs.

**T.I.P.S.**  
**SMALL BUSINESS**  
**WEBINAR SERIES**

TRAINING & INSIGHTS FOR  
PROCUREMENT SUCCESS

- 2 WEBINARS MONTHLY
- 9AM-12PM
- CLASSES LED BY SUBJECT MATTER EXPERTS

TO REGISTER VISIT:  
[GOMDSMALLBIZ.MARYLAND.GOV](https://gomdsmallbiz.maryland.gov)

 **Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[gomdsmallbiz.maryland.gov](https://gomdsmallbiz.maryland.gov)

Virtual via Zoom- Registration is required

**Tuesday, September 23, 2025 @10AM**

**T.I.P.S. Small Business Webinar Series:  
Government Contracting for Small Contractors -  
Maryland Construction Opportunities**

[https://us06web.zoom.us/webinar/register/WN\\_K8y  
wVTs0TUK\\_Ipb5TQhMcw#/registration](https://us06web.zoom.us/webinar/register/WN_K8ywVTs0TUK_Ipb5TQhMcw#/registration)

# UPCOMING



## DOING BUSINESS WITH MARYLAND CASINOS: HOLLYWOOD CASINO (PERRYVILLE, MD)

SEPTEMBER 25, 2025  
CHECK-IN @ 9:00 A.M.  
PROGRAM STARTS PROMPTLY @ 9:30 A.M.  
IN THE ESPN BET RESTAURANT

Attention: MBE, CSB & VSBE  
Vendor Industries Wanted:

- Landscaping
- Electricians
- Generator Repairs
- Plumbing
- HVAC/Refrigeration
- Parking Lot Sweeping
- Snow Removal
- General Carpentry
- Kitchen Equipment Repairs
- Painters
- Food & Beverage
- Janitorial/Cleaning Supplies
- Cleaning Equipment
- Deep Cleaning Services
- Party/Event Décor
- and more (found on registration link)

SCAN TO REGISTER



SAVE the DATE! • CALL for VENDORS!

## VETERAN-OWNED SMALL BIZ EXPO *and Fall Festival*

Saturday, September 27 ★ NOON TO 4 P.M.

Maryland Innovation Center

6751 Columbia Gateway Drive, Columbia 21046

### FREE admission! Family-friendly event featuring

Live Entertainment | Food Trucks | Games | Giveaways | Videogaming | Service Dogs  
First 200 attendees receive a free snow cone and are automatically entered to win door prizes!

### Shop Veteran- and Military Spouse-Owned Small Businesses for

Books | Jewelry | Art | Skincare | Coffee | Beer | Local Services

### Learn about entrepreneurial resources and services from

- Governor's Office of Small, Minority & Women Business Affairs/  
Veteran-Owned Small Business Enterprise (VSBE)
- Howard Community College
- Howard County Economic Development Authority/Maryland Innovation Center
- Howard County Office of Procurement
- Mid-Atlantic Veteran Business Outreach Center
- Project Opportunity
- U.S. Small Business Administration



SHOWCASE YOUR BUSINESS!  
Complete the application using  
the QR code above, or go to  
<https://bit.ly/OVMF-EXPOvendorAPP>



FOR MORE INFORMATION, CONTACT

Lisa B. Terry

410-313-0821 (VOICE/RELAY)

410-715-9946 (CELL)

[lbterry@howardcountymd.gov](mailto:lbterry@howardcountymd.gov)

[www.howardcountymd.gov/veterans-military-families](http://www.howardcountymd.gov/veterans-military-families)



The background of the image is a stylized, high-contrast version of the Maryland state flag. It features a large, bold cross in the center, with the quadrants filled with a yellow and black checkered pattern. The cross itself is red with white outlines. The entire image has a grainy, textured appearance, similar to a halftone print or a distressed paint job. The text "Moving Forward" is centered at the bottom in a white, bold, sans-serif font, set against a solid black rectangular background.

**Moving Forward**



# Mining Public Data Techniques

[eMaryland Marketplace  
Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with  
Confidence](#)

# T.I.P.S.

## SMALL BUSINESS

## WEBINAR SERIES

TRAINING & INSIGHTS for  
PROCUREMENT SUCCESS



2 free webinars monthly



10 a.m. – 12 p.m.



Subject Matter Experts

To Learn More Visit us by  
scanning the QR Code



GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS



Visit our website

[gomdsmallbiz.maryland.gov](http://gomdsmallbiz.maryland.gov)




- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

# Keep Learning





# T.I.P.S. Webinar Series Playlist

-  **Doing Business with the State of Maryland - July 25, 2024**  
StateMaryland • 2 views • 1 day ago  
2:03:45
-  **Crafting A Compelling Capability Statement - July 23, 2024**  
StateMaryland • No views • 1 day ago  
2:04:30
-  **Anatomy of a Bid - June 27, 2024**  
StateMaryland • No views • 1 day ago  
1:48:57
-  **Strategies for Digital Marketing - June 25, 2024**  
StateMaryland • No views • 1 day ago  
1:38:22
-  **Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program**  
StateMaryland • 76 views • 2 months ago  
2:00:24

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>



# Partners

Maryland APEX Accelerators  
<https://www.marylandapex.org/>

Greater Baltimore SCORE  
<https://greaterbaltimore.score.org/>

Maryland Women's Business Center  
(MWBC)  
<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center  
(Balt-Metro WBC)  
<https://www.baltmetrowbc.org/>

Maryland Small Business Development  
Center (SBDC)  
<https://www.marylandsbdc.org/>

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# Resources

Governor's Office of Small, Minority & Women Business  
Affairs  
<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)  
<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PagelId=90>

Maryland Department of Commerce  
Maryland Financial Incentives for Business  
<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB  
<https://marylandentrepreneurhub.com/>

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# State Agencies, Procurement & Resource Partners

Rocky Gap Casino, Golf & Resort  
Maryland Department of General Services  
Comptroller of Maryland  
Maryland Lottery and Gaming  
MDOT – The Secretary's Office  
MDOT – Maryland Port Administration  
MDOT – State Highway Administration  
Maryland Department of Labor  
Maryland Insurance Agency

Allegany County Chamber of Commerce  
Cumberland Economic Development  
Corporation  
Frostburg State University  
Tri-County Council for Western Maryland  
Washington County Chamber of Commerce  
Maryland Military Department  
Governor's Office of Small, Minority &  
Women Business Affairs

## Remember To Connect!

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

## Follow Us!

Governor's Office of  
Small, Minority & Women  
Business Affairs



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<https://gomdsmallbiz.maryland.gov>

**Thank You!**



**Open Networking**



**Certification Workshop**