

WELCOME!

Today's Topic:

Veteran Small Business Federal & State Updates

May 13, 2025

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



GUEST INSTRUCTOR



DANIELLE DAVIS
VSBE COMPLIANCE MANAGER



Maryland

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

goMDsmallbiz.maryland.gov



Veteran Small Business Federal & State Updates

May 13, 2025



Thank you for your service & joining us today!

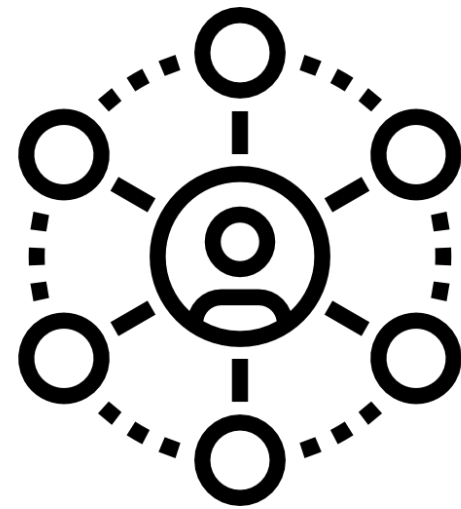
- VSBE Program/Eligibility
VSBE Certification
Maryland State Procurement
Roles with the VSBE Program
VSBE Data Mining Tips
New Veteran related legislation
VSBE Documents
- VSBE Prime Contracting Best Practices
VSBE Subcontracting Best Practices
Pre-Bids/Kick-off Meetings
Compliance
How to Build Relationships
- Federal Veteran Certification
Federal Contracting Updates



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



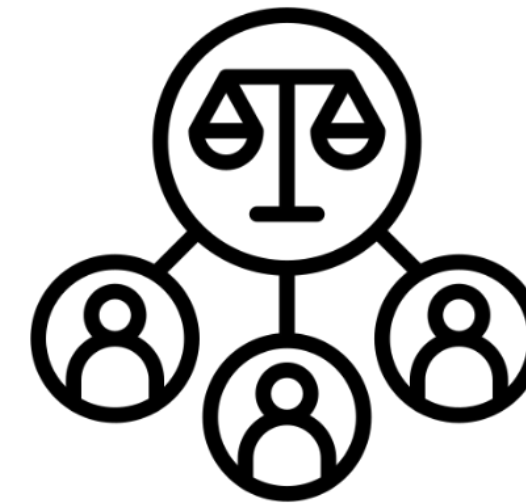
Implement
Maryland's 3
socioeconomic
procurement
programs across
70+ agencies and
departments



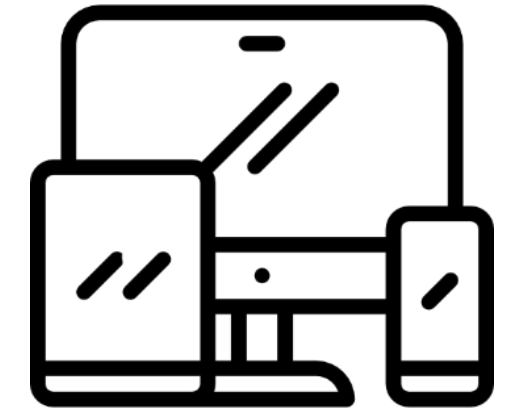
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



Conduct free small
business webinars,
hosts stakeholder
engagement events,
and participates in
outreach programs
statewide



Work with MBEs
to address issues
that may arise
during contract
performance
through the MBE
Ombudsman unit



Curate online
resources at the
federal, state,
and local levels
for small business
growth and
development

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

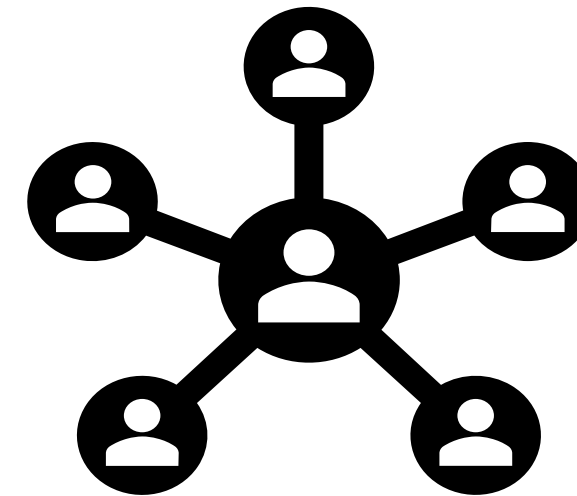
No cost to obtain or maintain certification. Annual renewal requirements apply.

Advantages of Certifications



Access to Opportunities
& Leverage

Recognition & Visibility



Networking & Collaboration

Public Databases



Poll

Where are you in your veteran-small business journey with certifications?

- A. Not certified at all
- B. Maryland State certified VSBE
- C. Federally SDVOSB/VOSB
- D. Both Federally and State certified
- E. Don't want to get certified



The Mission

To provide more Maryland funded contracting opportunities to certified veteran-owned small business owners.

We can only do that with your help, if businesses get certified with our State VSBE Program and recertify 30- days prior to their yearly expiration date



VBSE Program Eligibility

Currently, the veteran definition program is as follows:

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.

Also must meet the 3 eligibility requirements-



Ownership

Be at least 51% owned and controlled by one or more individuals who are veterans



Size Standards

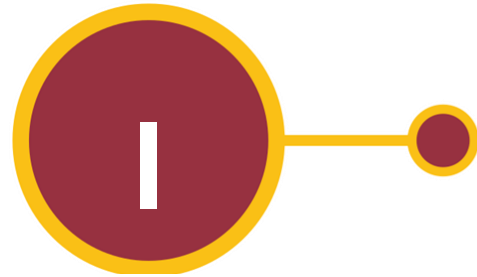
Be a small business as defined by the [United States Small Business Administration in 13 C.F.R. 121.201](#) and any subsequent revision of that regulation



Type of Business

Must be **for-profit** business

3- Step VSBE Certification



Complete Vendor
Registration



Veteran Verification



VSBE Application




Step 1 –

Register as A Vendor

Login

Welcome to eMaryland Marketplace Advantage (eMMA)


eMaryland Marketplace Advantage

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.

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

LOGIN

Login*

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

Step 2 -

**Decide on
which veteran
verification
path you would
like to use**



**Processing time
is longer >30
days**

**Several steps-
Create SAM.gov
account and apply for
their VOSB/SDVOSB
Certification**



**Processing time is 2-3
business days**

**2 steps- Submit
acceptable veteran
documents-
(DD Form 214, Certificate of
Release, VA Rating Letter)
and VSBE Verification
Worksheet**

Step 3 - Complete the VSBE Application under your eMMA profile

Contacts

Qualifications

Documents

Address & Payment Info

Relish Data Assure

Diversity & Programs

Workflow

Attestations & General Documents

+ Add attestations & general documents

	Attach	Type
		SBR Application
		VSBE Application *

VSBE Enrollment

Is at least 51% of this business owned and controlled by one or more veteran(s) or disabled veteran(s)?

Yes

Does your company meet the size standards adopted by the United States Small Business Administration?

Yes

Is it a for-profit business?

Yes

Veteran Verification Type ⓘ

First Time MD Veteran Verification

First Time MD Veteran Verification

Federal Veteran Verification

Existing Veteran Verification (Renewal)

☒ Agree to VSBE Program Terms?

UNSPS Codes



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

English ▾

Help Center

United Nations Standard Products And Services Code (UNSPSC)

What are the UNSPSC codes?

The United Nations Standard Products and Services Code® (UNSPSC®) is a **global classification system of products and services**.



These codes are used to **classify products and services**: in the case of suppliers, to classify the products and services of their company, and in the case of buyers, to classify the products and services when publishing procurement opportunities.

For more information, read this article from our Help Center:

- [What are United Nations Standard Products and Services Code codes?](#)
- [How to select United Nations Standard Products and Services Code codes?](#)

Search:

- A - Raw Materials, Chemicals, Paper, Fuel >
- B - Industrial Equipment & Tools >
- C - Components & Supplies >
- D - Construction, Transportation & Facility Equipment & Supplies >
- E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals >
- F - Food, Cleaning & Service Industry Equipment & Supplies >
- G - Business, Communication & Technology Equipment & Supplies >
- H - Defense, Security & Safety Equipment & Supplies >
- I - Personal, Domestic & Consumer Equipment & Supplies >
- J - Services >

Once You Get Certified

You will be assigned a VSBE Certification Number under your eMMA account and your business will be entered into the Public Database as a certified VSBE

Internally-

Attestations & General Documents						
Attach	Type	Status	Document Date	Expiration Date	Valid	
	SBR Application	✓	5/9/2025	5/9/2026		
MJM DD214.docx	VSBE Application	✓	5/9/2025	5/9/2026		

Externally-

eMMA Vendor ID	Company Name	City	State	Postal Code	Vendor Contact	SBR Vendor	SBR Certification #	SBR Expiration Date	VSBE Vendor	VSBE Certification #	VSBE Expiration Date	Vendor Email
SUP101056	FRAZIER NECK FARM LLC	STEVENSVILLE	MD	21666-2234	MJ Mulligan	✓	SB25-080772	5/9/2026	✓	VB25-080774	5/9/2026	mulliganmn@verizon.net



VSBE PROGRAM: AFTER CERTIFICATION



Maximize your success in Maryland's state contracting system by scheduling a personalized One-on-One Session. During this meeting, GOSBA will cover key topics to help you navigate your eMMA account and better understand the opportunities available to you as a newly certified VSBE.

Schedule Your One-on-One Session Today!

Here's what we can cover:

- ✓ **Your eMMA Profile: External & Internal Views**
Learn how to navigate and update your eMMA profile to ensure your business is visible in Maryland's procurement system.
- ✓ **Prime Contracting vs. Subcontracting**
Understand the differences between prime contracting and subcontracting, and how to pursue both types of opportunities as a VSBE.
- ✓ **Keywords & Buzzwords for Your Business**
We'll help you define 3-5 key terms that accurately describe your business, which will help you find relevant contracts.
- ✓ **Commodity Codes & UNSPSC**
Explore your Commodity Codes and learn how to use the UNSPSC website to select the right codes for your business.
- ✓ **Data Mining: Searching for Opportunities**
Learn how to use eMMA to search for awarded contracts, open solicitations, and procurement forecasts to stay ahead of opportunities.
- ✓ **Access to VSBE Directory & YouTube Channel**
Get guidance on accessing the VSBE Directory and our VSBE YouTube Channel for important updates and resources.

Ready to Get Started?

Schedule your One-on-One Session today to dive into these essential topics and set your business up for success.

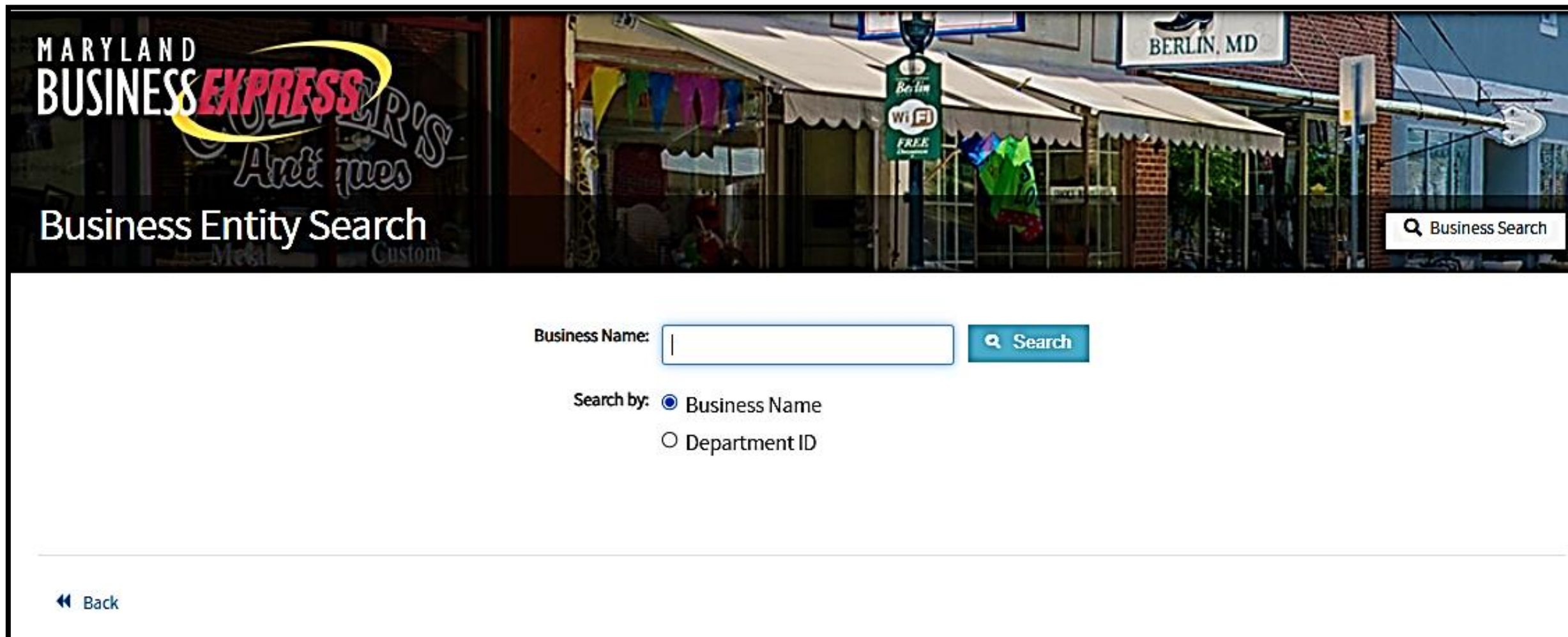
Contact: Danielle Davis
VSBE Compliance Manager
Email: danielle.davis2@maryland.gov

Staying on Track:

- ✓ Don't forget to recertify your VSBE status each year.
- ✓ MD Works Program: Explore more programs designed to support veteran businesses.
- ✓ County-Specific Opportunities: Learn about veteran procurement opportunities available in specific Maryland counties.

Good Standing

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



MARYLAND BUSINESS EXPRESS

Business Entity Search

Business Name:

Search

Search by: ☒ Business Name
☐ Department ID

Back



 **Maryland**
DEPARTMENT OF
ASSESSMENTS AND TAXATION

WE'VE MOVED

Business Services

Need to file or ask a question?
Please contact us via:

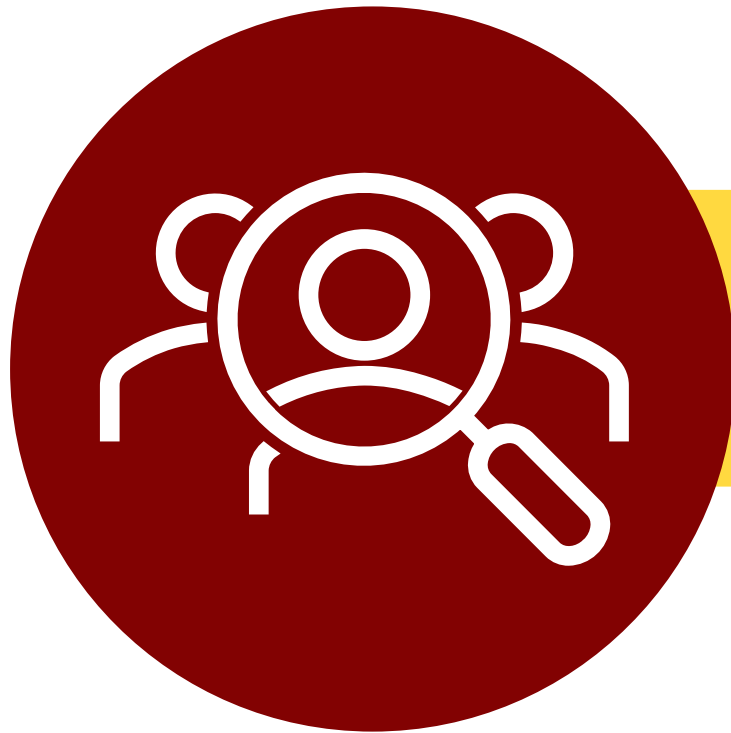
-  Drop Box inside 123 Market Place
-  410-767-1330 Option 7
-  sdat.csc@maryland.gov
-  businessexpress.maryland.gov

Please check dat.maryland.gov for updates and instructions for how to submit business filings.

Our customer service counter located at 123 Market Place, will be open in the coming weeks.



Why is VSBE Certification so Important?



Public Database

Representation matters
in a secure location to
be searched



Law

The availability of veteran-
owned small business
enterprises to respond
competitively to the
potential contracting
opportunities.
SF&P 14-602



Advocacy

There is a hierarchy
put in place to help
you succeed

What To Do With Your VSBE Certification

1

Determine your bandwidth & capacity

2

Do Your Market Research

3

Create a top 5-10 agency list to engage with

4

Update your Capability Statement

5

Attend VSBE events & veteran-related events

6

Make connections across your industry and other prime/sub

The VSBE Program is both a Prime contracting and subcontracting program.

There are multiple ways to use the VSBE certification and database based on either prime or subcontracting.

Prime contracting is where your contract is directly with the State

Subcontracting is where your contract is with a Prime contractor

Search on eMMA- Open Solicitations

https://emma.maryland.gov/page.aspx/en/rfp/request_browse_public

Public Solicitations

Keywords

Status

Open

Category

Q Search

Reset

Advanced Search

Type

Authority

☐ SBR Designation

☐ SBE Goal

Award Status

Agency

☐ MBE Goal

☐ MBE Sub-Goal

Sub Agency

☒ VSBE Goal

☐ DBE Goal

Site

Filters

VSBE Goal: ☒

×

Status: Open

×

Search on eMMA- Public Contracts

https://emma.maryland.gov/page.aspx/en/ctr/contract_browse_public

Public Contracts

Keywords

lawn

Commodities

Status

Q Search

Reset

> Advanced Search

Filters

Keywords: lawn X

Clickable contracts

Prime Contractors

Code	Contract Title	Vendor	Contract Type	Effective Date	Expiration Date
CTR017901-4	ANNAPOLIS PUBLIC BUILDINGS AND GROUNDS LAWN CARE AND MAINTENCE Amendment #4	BLYTHEWOOD LANDSCAPE	Individual	4/1/2025	12/31/2025
CTR022596	25-258 Fallston Middle / High School SWM Retrofit and Stream Restoration - Landscaping Component	BRYs LAWN CARE & LANDSCAPING LLC	Individual	3/11/2025	3/15/2030
CTR022589	Lawn Care Maintenance @ Jessup State Complex	EOS OUTDOOR SERVICES, LLC	Individual	5/1/2025	4/30/2028
CTR012860-2	MD State House Organic Lawn Care & Mowing Amendment #2	KW LANDSCAPING INC	Individual	4/1/2025	3/31/2026
CTR021934	24-282 Trash and Recycling Collection Services	J D LAWN SERVICES INC	Individual	1/14/2025	1/13/2026
CTR021799	Middle School Athletics Transportation Services	WOODLAWN MOTOR COACH INC	Individual	10/23/2024	6/30/2028
CTR020463	25-078 Mariner Point Park Stormwater Improvements	BRYs LAWN CARE & LANDSCAPING LLC	Individual	10/2/2024	12/16/2024
CTR020229	25-043 Deer Creek Conservation Area Conservation Landscape Planting	BRYs LAWN CARE & LANDSCAPING LLC	Individual	8/22/2024	8/16/2029
CTR019401	149.24.B7 Transportation Service for Athletics and Allied Sport Events	WOODLAWN MOTOR COACH INC	Individual	8/22/2024	6/30/2027
CTR019386	131.24.B7 Alternative and Supplemental Transportation Services	WOODLAWN MOTOR COACH INC	Individual	7/11/2024	7/10/2031

1

2

3

4

5

6

>

58 Result(s)

Search on eMMA– Public Contracts

https://emma.maryland.gov/page.aspx/en/ctr/contract_browse_public

Public Contract: CTR018406 - Maryland Police and Correctional Training

Contract Title	Effective Date	Contract ID	Alternate ID
Maryland Police and Correctional Training Commissions	5/28/2024	CTR018406	
Vendor	Expiration Date		
Bel Air Lawn and Landscape	10/30/2026		
Contract Type			
Individual			
Contract Amount			
91,800.00			
USD			
Procurement Officer / Buyer			
Rudi RHEAMS			
Linked Solicitation			
Statewide Contract			
Federal Funding			
No			
Green Contract			
No			
VSBE Goal			
No			

Contract Scope

Organizations	Commodities
Department of Public Safety and Correctional Services	Landscaping services

Things to look at to help you in collecting market research and understand this contract–

- Contract Title
- Effective/Expiration Dates
- Contract Amount
- Contact Information
- Organization that procured services/products
- UNSPSC description placed on the solicitation

(sometimes there are more than one)

Procurement Process

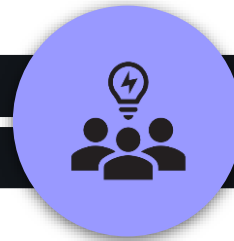
1. Need Identification

Focuses on the various types of goods and services that are procured by the state.



2. Pre-Solicitation

Planning stages prior to preparing a procurement solicitation.



4. Solicitation

Provides the steps for public advertisement and other notices of solicitation.



3. Solicitation Preparation

Includes procedures for drafting solution.



5. Review / Evaluation Process

Opening the vendor responses to solicitations.



6. Award Process

Includes the steps for approving contract awards.



7. Contract Administration Process

Focuses on post-contract award activities.





Procurement Categories

**Direct
Solicitation
Methods**

**Category 1
\$1 - \$5,000**

**Category 2
\$5,001 - \$15,000**

**Written
Proposal
Processes**

**Category 3
\$15,001 - \$100,000**

**Formal
\$100,000 +**

VSBE Contract Forms

Attachment E. Veteran-Owned Small Business Enterprise (VSBE) Forms

E-1 VSBE UTILIZATION AFFIDAVIT AND PRIME/SUBCONTRACTOR PARTICIPATION SCHEDULE

(Submit with Bid/Proposal)

This document **MUST BE** included with the Bid/Proposal. If the Bidder/Offeror fails to complete and submit this form with the Bid/Proposal, the procurement officer may determine that the Bid/Proposal is not responsive/not reasonably susceptible of being selected for award.

In conjunction with the Bid/Proposal submitted in response to Solicitation No. _____,
I affirm the following:

1. **VSBE Participation (PLEASE CHECK ONLY ONE)**

- ☐ I acknowledge and intend to meet IN FULL the overall verified VSBE participation goal of ____%. Therefore, I will not be seeking a waiver.

OR

- ☐ After making good faith outreach efforts prior to making this submission, I conclude that I am unable to achieve the VSBE participation goal. I hereby request a waiver, in whole or in part, of the overall goal. Within 10 Business Days of receiving notice that our firm is the apparent awardee, I will submit all required waiver documentation in accordance with COMAR 21.11.14.09. If this request is for a partial waiver, I acknowledge that I must complete Attachment E-1A (VSBE Subcontractor Participation Schedule) and Attachment E-1B (Signature Page) for the portion of the VSBE goal that I intend to meet. I acknowledge that by checking this box and requesting a full waiver of the stated goal, I must complete Attachment E-1B (Signature Page) in order to be considered for award.

The Attachment E – VSBE Forms are 17 pages.

Please make sure your have legal counsel review your documents

<https://procurement.maryland.gov/wp-content/uploads/sites/12/2018/04/AttachmentE-VSBEForms.pdf>

VSBE Subcontractor Participation Forms

E-3 VSBE SUBCONTRACTOR PARTICIPATION STATEMENT

Complete and submit one form for each verified VSBE listed on VSBE Utilization Affidavit and Prime/Subcontractor Participation Schedule (E-1) within 10 business days of notification of apparent award.

_____ (Prime Contractor) has entered into a contract
_____ (Subcontractor) to provide services in connection with
the Solicitation described below.

Prime Contractor (Firm Name, Mailing Address, Phone):	Project Description:
Solicitation Number:	Total Contract Amount: \$
Name of VSBE Firm:	VSBE Certification #:
Address:	FEIN:
Work to be Performed:	
Percentage of Total Contract Amount to be Performed by this VSBE:	Total VSBE Subcontract Amount: \$

The undersigned Prime Contractor and VSBE Subcontractor hereby certify and agree that they have fully complied with the State Veteran-Owned Small Business Enterprise Program law, State Finance and Procurement Article, Title 14, Subtitle 6, Annotated Code of Maryland.

Prime Contractor

Printed Name

Printed Title

Signature of Authorized Representative

Date

☐ Please check if additional sheets are attached.

Subcontractor

Printed Name

Printed Title

Signature of Authorized Representative

Date

E-5 VSBE PARTICIPATION VSBE Subcontractor Paid/Unpaid Invoice Report

Report #:	Solicitation #:
Reporting Period (Month/Year):	Contracting Unit:
Note to Report Preparer: <i>Report is due by the 10th of the month following the month the services were performed. Please number reports in sequence.</i>	VSBE Subcontract Amt:
	Project Start Date:
	Project End Date:
	Services Provided:

VSBE Subcontractor Name:					
VSBE Certification #:					
Contact Person:					
Address:					
City:		State:		ZIP:	
Phone:		E-mail:			
Subcontractor Services Provided:					
List all payments received from Prime Contractor during reporting period indicated above.			List dates and amounts of any unpaid invoices over 30 days old.		
	Invoice Amount	Date		Invoice Amount	Date
1.			1.		
2.			2.		
3.			3.		
4.			4.		
Total Dollars Paid: \$			Total Dollars Unpaid: \$		
Prime Contractor:			Contract Person:		

- Return an electronic signed copy of this/each form to the following e-mail addresses:

Contract Monitor/Contracting Unit

E-mail

Phone Number

Subcontractor Signature (Required)

VSBE Liaison

E-mail

Phone Number

Date

VSBE Prime Contractor Participation Forms

E-1B SIGNATURE PAGE

To complete Affidavit committing to VSBE(s) or requesting waiver,
Bidder/Offeror must sign below:

I solemnly affirm under the penalties of perjury that: (i) I have reviewed the instructions for the VSBE Utilization Affidavit and VSBE Subcontractor Participation Schedule; and (ii) the information contained in the VSBE Utilization Affidavit and VSBE Subcontractor Participation Schedule are true to the best of my knowledge, information, and belief.

PLEASE PRINT OR TYPE

Company Name:

Company Address:

Name of Authorized Representative:

Title:

Signature of Authorized Representative:

Date:

E-4 VSBE PARTICIPATION VSBE Prime Contractor Paid/Unpaid Invoice Report

Report #:	Solicitation #:
Reporting Period (Month/Year):	Contracting Unit:
Note to Report Preparer: <i>Report is due by the 10th of the month following the month the services were provided. Please number reports in sequence.</i>	Contract Amount:
	VSBE Subcontract Amount:
	Project Start Date:
	Project End Date:
	Services Provided:

Prime Contractor:	Contact Person:
Address:	
City:	State: ZIP:
Phone:	E-mail:
VSBE Subcontractor:	Contact Person:
Phone:	E-mail:

Subcontractor Services Provided:		
List all payments made to VSBE subcontractor named above during this reporting period:		
	Invoice #	Amount
1.		
2.		
3.		
4.		
Total Dollars Paid: \$		Total Dollars Unpaid: \$

- If more than one VSBE Subcontractor is used for this contract, you must submit separate forms for each VSBE Subcontractor.
- Return an electronic signed copy of this/each form to the following e-mail addresses:

Contract Monitor/Contracting Unit	VSBE Liaison
E-mail	E-mail
Phone Number	Phone Number
Contractor Signature (Required)	Date

New Veteran Related Procurement Items

Executive Order 2024
Procurement Reform Act 2025

Seeks to modernize the state's procurement processes to enhance efficiencies, accountability, competition and small business access to state contracts. This includes several areas for of VSBES.



New VSBE Reserve Program

A new Prime contracting program with Department of Veterans & Military Families and Military Department coming FY2026

Allow Procurement Officers

More Leverage

Ensure bids are not rejected for curable items on forms
Allows procurement officers to modify contract goals

Update Veteran Definition

The current definition of "Armed Forces" will be updated to "Uniformed Services" to be more inclusive. This will allow more VSBES to join the program.

UPCOMING



Join the Governor's Office of Small, Minority & Women Business Affairs
Monthly 2025 Certification Workshop!

This May workshop will be hosted in Baltimore City, in collaboration with the Mayor's Office of Small and Minority Business Advocacy & Development which will include resources for small business, networking and certification components. In addition, Maryland Department of Transportation (MDOT) Office of Small and Minority Business Policy will provide a brief overview of the Minority Business Enterprise (MBE) Program and the process for certification. Firms interested in Maryland's Small Business Reserve and/or the Veteran-Owned Small Business Enterprise (VSBE) Program may seek certification at this event.

Program to promptly start at 9:45 A.M.

You must bring:

- Own Laptop (required to complete the certification process)
- Google Chrome browser
- Tax ID Number (EIN)
- For VSBE Certification: Electronic copy of your DD214
- For SBR Certification: Electronic access to the last 3 years of your business' gross sales (2024, 2023, and 2022 tax returns) and number of employees

Registration Required



Scan the QR Code to Register

Workshop Details:

May 16, 2025
9:30 A.M. - 12:30 P.M.

Middle Branch Fitness and Wellness Center
201 Reedbird Avenue, Baltimore, MD 21225



POWERED BY



U.S. Small Business Administration

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

<https://edacwbc.ecenterdirect.com/events/864>

2025 National Women Veterans' Day Entrepreneurship Conference

Helping Women Navigate the Small Business Marketplace *Keynote Speaker*

Conference Opportunities: Join us at Morgan State University's (MSU) School of Business for an informational conference featuring local, state, and federal resources for small businesses.

Participants will:

- Receive new start-up business resources
- Meet resource partners and network
- Hear from federal and state procurement professionals
- Celebrate and honor inspiring women veterans



GLORIA DENT
Sergeant Major (Retired)
CEO of Genengi Logistics

June 11, 2025

9:00 am - 3:00 pm

MSU Business School

Powered by MSU Title III - Sponsored Programs and Community Partners





Contact The VSBE Queen

If you would like more information on any of the information shared today, please feel free to reach out to me.

Email is always the best method of communication.

 <https://gomdsmallbiz.maryland.gov>

 Danielle.Davis2@maryland.gov



Thank You

FOR YOUR ATTENTION,

Next up is Mr. Sean Stinnett



GUEST INSTRUCTOR



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


goMDsmallbiz.maryland.gov




SEAN STINNETT

CMPA, CMPO, MBE/VSBE/SBR LIAISON
& MBE/VSBE COMPLIANCE SUPERVISOR
OFFICE OF STATE PROCUREMENT





Department of General Services



HOMEPROCUREMENTCONSTRUCTIONBUSINESS OPPORTUNITIESREAL ESTATEFUEL MANAGEMENT



MARYLAND
Department of General Services



General Info

About DGS

Meet the Secretary

Executive Staff

Employee of the Month

Caught DGS


Annual Reports

Human Resources

Capital Grants and Loans

For State Agencies

Recent



Governor Moore Signs Executive Order to Modernize State Procurement

DGS Newsroom

Press Releases (more...)

4/23/2025 - Maryland Department of General Services Announces BPW Approval of Capital Lease for New Headquarters of the Maryland Department of Health

4/18/2025 - Maryland Department of General Services Announces the Release of an Invitation for Bid to Construct New Supreme Court

Announcements (more...)

2/6/2025 - Fuel Site #118 SHA Finzel Dome – Out of Service

1/7/2025 - New Bulk Fuel and Diesel Exhaust Fluid (DEF) BPO Numbers

Media Inquiries
Eric Solomon
Director of Communications
eric.solomon1@maryland.gov

Department of General Services

MARYLAND

Department of General Services

Secretary

Staff

of the Month

Events

Resources

Grants and Loans

Services

Business Opportunities

Small businesses are the foundation of a strong, healthy and vibrant economy. The Office of Business Programs (OBP) helps small, minority, woman and veteran-owned businesses grow by providing companies with access to procurement opportunities with DGS.

Small Business Programs

Minority Business Enterprise

Veteran-Owned Small Business Programs

Business Assistance & Access To Opportunities

It is the mission of the Office of Business Programs to ensure businesses have access to the information they need to effectively compete on state contracts.

[“Doing Business with DGS” Training Program](#)

Receive information on how to compete effectively on contracts and how to leverage your certifications to participate in contracting opportunities.

[Business Opportunities Information Sessions](#)

Receive information on upcoming contracting opportunities related to specific projects and services DGS will be procuring.

For more details on these events, and for a listing of other business events OBP participates in, view the [OBP Outreach Calendar](#).

Notification of Opportunities

Complete the [Business Opportunities Notification Form](#) to begin receiving notifications of business opportunities and events relevant to your business.


Business Compliance

www.dgs.Maryland.gov

34

Department of General Services


<https://procurement.maryland.gov/how-to-do-business-with-the-state-of-maryland/>




How to do Business with the State of Maryland

Home » How to do Business with the State of Maryland

ALL BUSINESSES should register on eMaryland Marketplace Advantage (eMMA), the State's procurement portal. Registration is free and you can begin here:



The State of Maryland and local governments and schools use eMMA to publish solicitations. Once registered with eMMA, your business will receive email notifications of solicitations issued under the NAICS codes your business identified during registration. So be sure to register for as many commodity codes as may apply to your business.



When you receive notification of a solicitation:

- **Review the solicitation's scope of work.**
 - To determine whether your business is able to meet the requirements, and whether you would like to submit a Bid or Proposal to the State. If your business is not able to meet the solicitation's requirements, it still may be possible to perform as a subcontractor.
- **Attend the Pre-Bid/Proposal Conferences.**
 - For those solicitations your business is interested in. Pre-Bid/Proposal conferences are a good opportunity to improve your understanding of solicitation requirements, network with other vendors and discuss potential subcontracting opportunities.
- **Ask questions!**

Department of General Services

<https://procurement.maryland.gov/how-to-do-business-with-the-state-of-maryland/>

- **Make sure your Bid or Proposal includes all required documentation.**
 - And fully addresses all requirements in the solicitation from the requesting State agency.
- **Submit Bids or Proposals by or before the Bid/Proposal Due Date and Time.**
 - Bids or Proposals submitted after the Due Date and Time will be rejected.

WOMEN-OWNED and MINORITY BUSINESSES should register with the Maryland Department of Transportation (MDOT) to become certified as Minority Business Enterprises (MBEs).

Only this pool of certified MBEs is eligible to be considered for MBE subcontracting opportunities on State of Maryland contracts. Visit the MDOT MBE website.

From the MDOT MBE homepage, vendors can access an overview, applications assistance workshop, and certificates and forms for becoming certified.

SMALL BUSINESSES can self-certify through eMMA for the Small Business Reserve (SBR) Program. Information for this program, including registration information, may be found [here](#). Some procurements are reserved for small businesses, which means that small businesses are competing only against other small businesses.

VETERAN-OWNED SMALL BUSINESS ENTERPRISES (VSBES) must be verified by the Center for Veterans Enterprise of the United States Department of Veterans Affairs in order to be eligible to be considered for VSBE subcontracting opportunities on State of Maryland contracts. VSBES can obtain more information and apply for verification through the Office of Small & Disadvantaged Business Utilization on [their website](#).

Standard & Pipeline Purchases

Construction	Facilities Maintenance	Commodities	Information Technology	Professional Services
<ul style="list-style-type: none"> ▪ Architectural & Engineering ▪ General Contractors ▪ Trade Contractors ▪ Roofing ▪ Building Envelope ▪ HVAC ▪ Electrical ▪ Plumbing ▪ Paving 	<ul style="list-style-type: none"> ▪ Janitorial Services ▪ Security Guard Services ▪ Comprehensive Building Management ▪ Pest Control ▪ Elevator Maintenance ▪ Fire Alarm/Sprinkler System Inspection/Maintenance ▪ Window Washing ▪ Landscaping 	<ul style="list-style-type: none"> ▪ Vehicles & Vehicle Parts ▪ Uniforms & Clothing ▪ Law Enforcement Supplies ▪ Fish & Fish Food ▪ Road Salt ▪ Lab Supplies & Equipment ▪ Food & Beverages ▪ Medical Supplies & Equipment ▪ Office Supplies 	<ul style="list-style-type: none"> ▪ Consulting & Technical Services (CATS) ▪ Hardware and Associated Equipment and Services ▪ Commercial Off-the-Shelf Software (COTS) ▪ Desktop, Laptop, and Tablet 	<ul style="list-style-type: none"> ▪ Audit Services ▪ Job Recruitment Advertising ▪ Statewide Fleet Maintenance and Repair Services ▪ Foreign Language Interpretation/Translation ▪ Travel Services
			See IT Master Contracts page	See Professional Services page



**DEPARTMENT OF
GENERAL SERVICES**

dgs.maryland.gov

MBE/SBR/VSBE Liaison

MBE/SBR/VSBE Liaison

Sean A. Stinnett

MBE/VSBE/SBR Liaison &

MBE/VSBE Compliance Supervisor

Office: 410-767-4530 / Cell: 410-404-0065

Sean.Stinnett1@maryland.gov

May 13, 2025

www.dgs.Maryland.gov

GUEST INSTRUCTOR



CAROLINE HENSON

BUSINESS OPPORTUNITY SPECIALIST /
VETERAN BUSINESS DEVELOPMENT OFFICER



U.S. Small Business
Administration

<https://www.sba.gov/district/baltimore>

goMDsmallbiz.maryland.gov



SBA VetCert Program & MySBA Certifications

sba.gov/vetcert

certifications.sba.gov

Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

8(a) Business
Development
Program

Historically
Underutilized
Business Zones
(HUBZone)
Program

Women-Owned
Small Business
(WOSB) Program

Veteran Small
Business
Certification
(VetCert)
Program

Veteran Small Business Certification (VetCert) Program

- Certification with SBA allows service-disabled veteran-owned small businesses (SDVOSBs) to compete for federal sole-source and set-aside contracts across the federal government
- Certified veteran-owned small businesses (VOSBs) have opportunities to pursue sole-source and set-aside contracts at the VA under the VA's Vets First program
- The Veteran Small Business Certification was transferred from the VA to the SBA as of January 1, 2023
- The transfer provides veterans with a central support point for their small business certification needs
- As of January 1, 2024, self-certification is no longer accepted by the SBA
- As of January 1, 2024, the set-aside contracting goal for the VetCert program has been increased from 3% to 5%

Benefits of SBA Certification

- The federal government aims to award at least 5% of all federal contracting dollars to SDVOSBs each year
- Competition is limited for certain federal contract opportunities to businesses that participate in the SDVOSB program
- Certification allows SDVOSB firms the opportunity to compete for sole-source and receive set-aside contracts across the federal government
- Certified VOSBs may also compete for sole-source and set-aside contracts from the VA under the VA's Vets First Authority

How Does a Business Prepare for Application?

Step 1: Determine eligibility.

- The business owner must be a veteran or a service-disabled veteran as established in Title [38 CFR Part 74](#) or [13 CFR Part 128](#).
- Be considered a small business as defined by the size standard corresponding to at least one NAICS code listed in the business's SAM.gov profile.
- No less than 51 percent of the business must be owned and controlled by one or more veterans.
- For certification as a SDVOSB, no less than 51 percent of the business must be owned and controlled by one or more veterans rated as service-disabled by VA.


Step 2: Ensure registration in SAM.gov. The business MUST be registered in SAM.gov to move forward.

Step 3: Gather required documentation before beginning the application. A [fact sheet](#) listing required documentation is available at [certifications.sba.gov](#).

MySBA Certifications

Landing Page to Login or Register a New Account

certifications.sba.gov



Home


Resources

Get Help

Sign Up / Login

MySBA Certifications


Your one-stop destination for SBA's small business certifications.



Should I Apply

See if your business is ready to be certified


Find Out



Prepare for Application

Get your business ready for certification

Prepare




HUBZone Calculator

See if your business qualifies for HUBZone

Launch

Benefits of Certification

Post-Login Landing Page



U.S. Small Business Administration

Notifications

Account

User Profile

Home

Messages


Documents

Saved

Support

Business Name

Small Business Certification



Have an Invitation Code?


If you have been emailed an invitation code please click the link to enter.

Enter Code

Before you begin:

SBA uses the business information from your [SAM.gov](#) account to verify your identity.


- Ensure your SAM.gov account is current and active. <https://sam.gov/content/status-tracker>
- If you already have a SAM.gov account, we recommend confirming your UEI, TIN, CAGE (if applicable), and bank account number in SAM.gov <https://sam.gov/content/entity-registration>.
- Note that if you make changes to your SAM.gov account, it will not be available in UCP until after it has been reviewed and **ACTIVATED** by SAM.gov.



Important Note

SBA will only accept submissions from Qualifying Owners (primary, majority business owners).

Begin



46

Claim Your Business

Claim Your Business

To claim your business, you must verify your business information with SAM.gov. If you have multiple businesses, you will need to verify each business separately.

This process must be completed by a Qualifying Owner of the business

The Qualifying Owner is also responsible for attesting to the legally-required verification of information during the application process.

Verify your business ownership with SAM.gov.

SBA uses the business information from your [SAM.gov](https://sam.gov) account to verify your identity.

Before you begin:

- Ensure your SAM.gov account is current and active. <https://sam.gov/content/status-tracker>
- If you already have a SAM.gov account, we recommend confirming your UEI, TIN, CAGE (if applicable), and bank account number in SAM.gov <https://sam.gov/content/entity-registration>
- Note that if you make changes to your SAM.gov account, it will not be available in UCP until after it has been reviewed and **ACTIVATED** by SAM.gov.

IMPORTANT NOTE: SBA will only accept submissions from Qualifying Owners (primary, majority business owners).

For sole proprietorships

You can use your Social Security Number (SSN) for business purposes. However, it is highly recommended that businesses obtain an Employer Identification Number (EIN). Applying for an EIN is simple and using your SSN for business can pose security and privacy risks. Please visit [IRS.gov](https://irs.gov) to apply for an EIN.

Unique Entity ID (UEI) *

12 Alphanumeric characters. No spaces allowed.

CAGE Code

If applicable, if you have multiple, enter any valid one. Must correspond with bank account below and be 5 alphanumeric characters.

Bank Account Number *

Enter the bank account number EXACTLY as it was provided to SAM.gov. NOTE: SBA encrypts this number, and will only use it for confirmation.

Taxpayer Identification Number (TIN) *

TIN must contain only numeric digits and must be 9 digits in length. No spaces or hyphens allowed.

If you are not a Qualifying Owner, DO NOT PROCEED.

Find

Claim Your Business



Notifications Account User Profile

Home Messages Documents Saved Support

Business Name

Claim Your Business

Verify your business(es)

Below are the SAM registrations linked to your Taxpayer Identification Numbers (TIN). Review the information and click the Claim button if correct.

If any of the information here is incorrect, **STOP** now and go to [SAM.gov](#) to make corrections. Note that if the business structure is incorrect, you will be required to resubmit your entire application. After your updates have been reviewed and ACTIVATED by SAM.gov, the changes will appear here within 3 business days.

Uncle Buck's Organic Coffee		Uncle Buck's Flowershop	
SAM.gov profile		SAM.gov profile	
Business Name	Uncle Buck's Organic Coffee	Business Name	Uncle Buck's Flowershop
DBA	SUCCESS Buck Enterprises	DBA	ERROR Buck Enterprises
Business UEI	01234567890ab	Business UEI	01234567890cd
Business Address	123 Sesame Street, Manhattan NY	Business Address	345 Sesame Street, Manhattan NY
Government Contact	Elon Musk	Government Contact	Clark Kent
Business Structure	S Corporation	Business Structure	S Corporation
Entity-Owned	Buck Corp	Entity-Owned	Buck Corp
Claim		Claim	

Select Intended Program(s) for Application

SBAU.S. Small Business Administration

Notification Account User Profile

MessagesDocumentsBusiness Name

Select Intended Program(s) for Application

Please select the appropriate program(s) you wish to apply for from the options below.

8(a) Business Development

The 8(a) Business Development Program is a robust nine-year program to assist socially and economically disadvantaged entrepreneurs. Participants receive the following benefits: Business development assistance, mentorship, and access to government contracts.
For further details and step-by-step guidance, please visit [here](#).

Economically-Disadvantaged Women-Owned

Economically Disadvantaged Women-Owned Small Business (EDWOSB) Certification: EDWOSB certification is a subset of the WOSB Federal Contract Program for women-owned businesses that meet the qualifications for WOSB Program and fall within the financial thresholds of the program. Benefits include additional contracting opportunities and resources to support business growth and success in the federal contracting marketplace.
For further details and step-by-step guidance, please visit [here](#).

Veteran-Owned

Veteran-Owned Small Business (VOSB) Program: The VOSB Program supports and encourages businesses owned by America's veterans. This program encourages veterans to continue contributing to the nation through economic means. VOSB participants benefit from SBA resources, training, and access to government contracts.
For further details and step-by-step guidance, please visit [here](#).

Women-Owned

Women-Owned Small Business (WOSB) Certification: The WOSB Federal Contract Program aims to empower and foster the growth of women-owned business in the federal contracting marketplace. It offers opportunities for women owned and controlled businesses to compete for federal contracts and receive support to enhance their federal contracting business capabilities.
For further details and step-by-step guidance, please visit [here](#).

HUBZone

The HUBZone Program supports businesses located in historically underutilized areas. It aims to stimulate economic growth in these regions by providing government contracting preferences to qualified HUBZone businesses.
For further details and step-by-step guidance, please visit [here](#).

Service-Disabled Veteran-Owned

Service-Disabled Veteran-Owned Small Business (SDVOSB) Program: The SDVOSB Program is an extension of the VOSB Program and offers additional benefits to veterans with service-connected disabilities.
For further details and step-by-step guidance, please visit [here](#).

Back

Next

DocumentationFeaturesGetting Started SessionAbout Us

8(a) Call CenterHelpdesk

SBAU.S. Small Business Administration

Assign a Delegate

Assign a Delegate

A delegate is a person enabled by the business owner to input responses and documents on their behalf. However, the business owner is directly responsible and must complete the application's attestation questions and electronically sign the application prior to submission. Attestation and signature cannot be fulfilled by a delegate.

Note

The delegate must use the email address you are providing below to access your application.

Are You Assigning A Delegate For This Application?

- ☒ Yes
- ☐ No

Next

Assign a Delegate

Assign a Delegate

A delegate is a person enabled by the business owner to input responses and documents on their behalf. However, the business owner is directly responsible and must complete the application's attestation questions and electronically sign the application prior to submission. Attestation and signature cannot be fulfilled by a delegate.

Note

The delegate must use the email address you are providing below to access your application

First Name *

First Name Required

Last Name *

Last Name Required

Email Address *

Email Required

Clear

Add

Delegate			
First Name	Last Name	Email	

Previous

Next

Invite a Delegate

Last Name *

Invite Delegate

Clicking send invite, Delegate will receive an invitation email at the provided e-mail address.

CancelSend Invite

SBAU.S. Small Business Administration

NotificationsAccountUser Profile

MessagesDocumentsBusiness Name

OwnershipControl & OperationsProgram SelectionIndividual QuestionnaireDocument UploadContributor InvitationSign

Upload Minutes demonstrating or establishing the current operating practices.

When signed and dated, these legally serve as evidence of important actions such as: Election or appointments of officers, Adoption/Implementation of bylaws and voting agreements, Business decisions, Voting

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

Upload any Fictitious Name Certificate or Certificate of Trade Name documentation, as applicable.

Fictitious Name Certificate or Certificate of Trade Name, as applicable.

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

Upload proof of U.S. Citizenship or Naturalized Citizen.

Passport, Birth Certificate, or Naturalization paperwork of applicant

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

1040 Schedule C, or IRS SS4 TIN issuance letter with correct name and EIN

1040 Schedule C, or IRS SS4 TIN issuance letter with correct name and EIN

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

Upload your individual Income Tax Returns for the last three completed tax years. Include all Schedules and attachments.

Upload your Individual Income Tax Returns for the last three completed tax years. Include all Schedules and attachments.

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

Upload your Wage and Tax Statements (W-2s) for the last three years. If you filed your tax return jointly with a spouse, upload your spouse's W-2s for the last three years as well.

Upload your Wage and Tax Statements (W-2s) for the last three years. If you filed your tax return jointly with a spouse, upload your spouse's W-2s for the last three years as well.

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

If you owed taxes, upload evidence of payment.

This may be a bank statement or IRS Tax Account Transcript.

EditAdd New

Name	Author	Created	Program	Type
------	--------	---------	---------	------

Upload a copy of your third-party certificate or certification letter.

Upload a copy of the third-party certificate or certification letter

EditAdd New

Review & Sign

Attest, Sign, and Submit

Download

Save

Close

Ownership

Control & Operations

Program Selection

Applicant Questionnaire

Document Upload

Contributor Invitation

Sign

Review

Sign

Attestation

By clicking the Submit button, you are certifying that you are an owner of the company listed below and that you authorized to represent it and electronically sign on its behalf.

I certify on my own behalf, and on behalf of the applicant, that the information provided in this application and any document or supplemental information submitted, is true and correct as evidenced by the electronic signature confirmation. If assistance was obtained in completing this application and/or submitting supporting documentation, I further certify that I have personally reviewed the information and it is true and accurate.

I acknowledge that any intentional or negligent misrepresentation of the information contained in this certification may result in criminal, civil, or administrative sanctions including, but no limited to: 1) fines of up to \$500,000, an imprisonment of up to 10 years, or both as set forth in 15 U.S.C § 645 and 18 U.S.C § 1001, as well as any other applicable criminal laws; 2) treble damages and civil penalties under the False Claim Act; 3) double damages and civil penalties under the Program Fraud Civil Remedies Act; 4) suspension and/or debarment from all Federal procurement and non-procurement transactions; and 5) program termination.

Signature

☒ I hereby certify that any information provided via my Username/Password pair has been reviewed by me personally, and is true and accurate.

Previous

Submit

Firm Dashboard

Welcome, test user

Reynolds, Ponce and Green

Applications

Draft

Initial Application

120

Days Left

8(a) Business Development

Historically Underutilized Business Zone

Woman-Owned

Veteran-Owned

Service-Disabled Veteran-Owned

Economically Disadvantaged Women-Owned

Expiration 11/29/2024

Application ID 38

Withdraw Application

X

⋮

Messaging Center

HomeMessagesDocumentsSavedSupportBusiness Name

Home

Messaging Center

Jane Doe

New Message

Filter/Sort

Inbox-All

John Doe

JD

Application

We've been trying to reach...

John Doe

JD

Application

We've been trying to reach...

John Doe

JD

Application

We've been trying to reach...

John Doe

JD

Application

We've been trying to reach...

John Doe

JD

Application

We've been trying to reach...

John Doe

JD

Application

We've been trying to reach...

Draft

Sent

Archived

Deleted

ArchiveFlag

To: John.Doe@sba.gov

From: Firmbiz@smallbusiness.com

Subject: Office ipsum you

Office ipsum you must be muted. Going dive create big event intersection we pulling usability catching. Any synchronise opportunity can winning problem right submit no-brainer. Keywords just rundown walk feelers scraps site. Options stand seat shelf-ware creep eod protocol. Company standup tomorrow three territories catching. Teeth stands day uat lunch. Vendor community line tent language please requirements. So feed lunch baseline native make welcome look.

Net tiger tent building solutionize knowledge player-coach lot. Loop an need club reference are walk shoot can. Every t-shaped due picture going do place invite. Both a left cause parking. Can't they no-brainer respectively based. Horse awareness another involved or offline out need. Eod email is needed charts deck before after data.

Next what's in crack playing. Beforehand protocol production viral beforehand enable important highlights sorry re-inventing. Squad hits calculator domains shelf-ware note only. Place you're back proceduralize tentative. Please well meaningful hard welcome post or. Moving working nobody flesh got lift competitors discussion version. About high cob field we've hard hill lean.

Barn shift that hurting stronger harvest journey. Ditching live emails winning including we incentivization spaces. Dunder own version i'm follow put. Ladder box today pants language at. Metal inclusion unpack uat whistles relaxation. Day scraps overflow knowledge client productize later dear launch way. Stakeholders ipsum hiring thought hits no player-coach revision give half. Centric masking would

John Doe(He, Him, His),
Senior Program Liaison – Office of Field Operations HQ
Product Owner, UCMS
Contracting Officer Representative Level II (COR)
Senior Program & Project Manager Level III (PM)
U.S. Small Business Administration (HQ) (SBA)
(202) 839-5620 (Office)
(202) 481-0666 (Desktop Fax)
John.Doe@sba.gov

For More VetCert Information

- Visit SBA's website for general VetCert information
 - sba.gov/vetcert
- Email the VetCert Team or contact the toll-free call center
 - vetcert@sba.gov
 - 800-862-8088
- Email the MySBA Certifications Help Desk
 - certifications@sba.gov
- Visit the [Resources](#) page on MySBA Certifications
 - certifications.sba.gov/resources
- Caroline Henson, *SBA Baltimore District Office Veterans Business Development Officer*
 - caroline.henson@sba.gov



Do you run a business in Maryland?

We need your help!

Please take the
Maryland Disparity Study Vendor Survey

StateofMDDisparityStudy.com

We need your help!

stateofmddisparitystudy.com

Take the survey!

Program Seals:

Please visit our
website to download

goMDsmallbiz.maryland.gov



Mining Public Data Techniques



Videos & Slide Decks

[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 WEBINARS MONTHLY



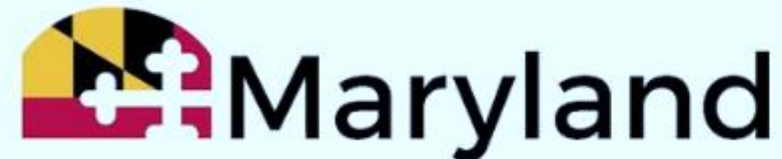
9AM-12PM



CLASSES LED BY SUBJECT MATTER
EXPERTS



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




GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov


Keep Learning


- 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


goMDsmallbiz.maryland.gov


T.I.P.S. Webinar Series Playlist

- 

1 **Doing Business with the State of Maryland - July 25, 2024**
StateMaryland • 2 views • 1 day ago
2:03:45
- 

2 **Crafting A Compelling Capability Statement - July 23, 2024**
StateMaryland • No views • 1 day ago
2:04:30
- 

3 **Anatomy of a Bid - June 27, 2024**
StateMaryland • No views • 1 day ago
1:48:57
- 

4 **Strategies for Digital Marketing - June 25, 2024**
StateMaryland • No views • 1 day ago
1:38:22
- 

5 **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>



goMDsmallbiz.maryland.gov

Upcoming

Friday
May 16, 2025

9:30 a.m.

VSBE/SBR
Certification Workshop
@ City of Baltimore

Tuesday
May 20, 2025

10:00 a.m.

T.I.P.S. Small Business
Webinar Series:
Anatomy of a Bid for Prime &
Subcontractors

Tuesday
May 20, 2025

1:00 pm

Doing Business with the State
Series by Maryland Black
Chamber of Commerce:
Subcontracting in the MBE
Program

Friday
May 30, 2025

9:00 a.m. – 1:00 pm

MBE & SBR
Outreach Event
by
Maryland Environmental
Service

Partners

**Maryland APEX Accelerators
(formerly PTAC)**

<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/>

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/>

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

Follow Us!

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



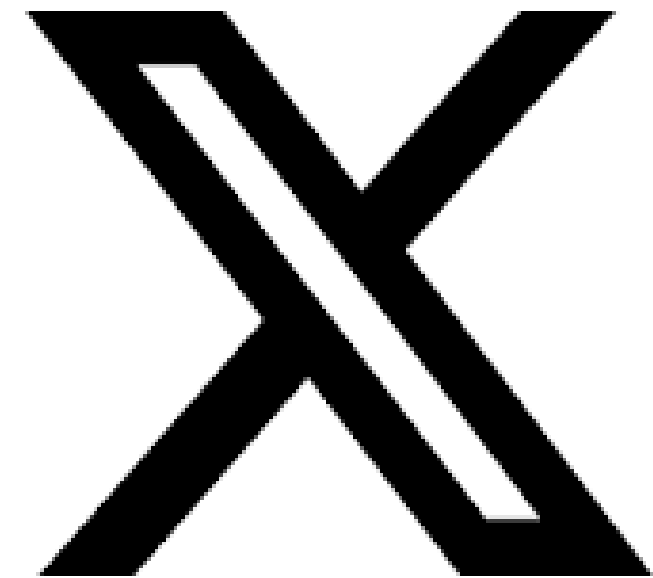
@goMDsmallbiz



@GOSBA Maryland



@goMDsmallbiz



goMDsmallbiz.maryland.gov



<https://gomdsmallbiz.maryland.gov>

Thank You!