

Maryland Women
Veteran & Military
Spouse Owned Small
Business Resources

PRESENTED BY

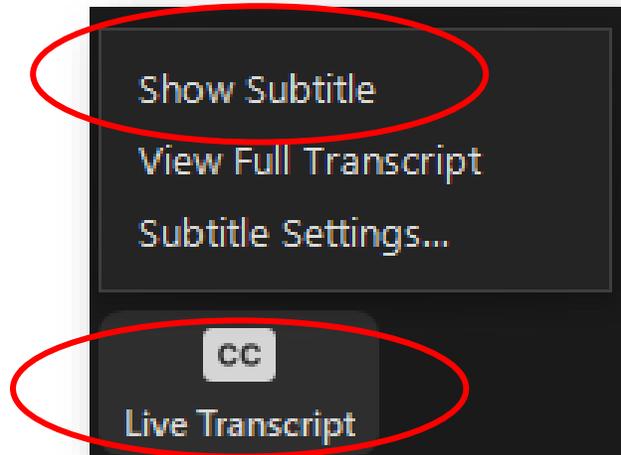
DANIELLE DAVIS
VSBE COMPLIANCE MANAGER

WELCOME!

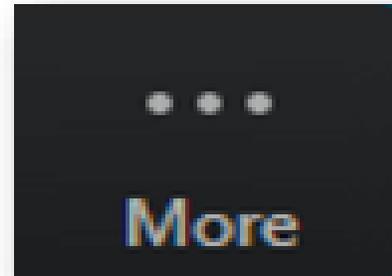


Live Transcription and/or Closed Captioning

- Go to bottom of the screen and select “Live Transcript” option
- Select “Show Subtitle”



- Click on the option of 3 dots/More at the bottom of your screen
- Select “Live Transcript”
- Select “Show Subtitle”



<https://gomdsmallbiz.maryland.gov>

Things to Consider

- All attendees are in “listen only” mode (automatically muted and cameras are off)
- **All communication & questions must be typed & submitted through the Q&A window** (find it at the bottom of your screen)
- We will engage in an Exit Poll at the end of the presentation
- We will share information about upcoming workshops, resources, including how to connect with today’s presenter(s) & how to get today’s slide presentation(s)
- We will conduct a Q&A session after each speaker to address as many questions as possible.





GUEST SPEAKER

Caroline Henson

Business Development Specialist &
Veteran's Business Development Officer

U.S. Small Business
Administration



Maryland

GUEST SPEAKER

Danielle Davis

VSBE Compliance Manager

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

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

- Connect small businesses to greater economic opportunities
- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
- Conduct statewide outreach and training programs
- Host online resources for small business growth and development

<https://gomdsmallbiz.maryland.gov>



State Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% minimal goal
- 3-Step certification process includes **verification** of veteran status
- Online application process (eMMA)
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

[MBE Home](#)

[Directory of Certified Firms](#)

[Certifications & Forms](#)

[Annual Review](#)

[Expansion of Service](#)

[Minority Business Enterprise Advisory Committee \(MBEAC\)](#)

[Certification Application Assistance Workshops](#)

[How to Use Directory of Certified Firms](#)

[Resources and Information](#)

[FAQs](#)

[Contact Us](#)

Small, Minority & Disadvantaged Business



Maryland's Official Certification Agency

The Maryland Department of Transportation (MDOT) is Maryland's official certification agency for the Minority Business Enterprise (MBE) Program, the Disadvantaged Business Enterprise (DBE) Program, the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program, and Small Business Enterprise (SBE) Program. We ensure only bona fide MBE/DBE/ACDBE/SBE firms participate in our program through our comprehensive certification program. Certified firms appear in MDOT's Online Directory of Certified Firms.

Please visit the "Certifications and Forms" page for information on the certification programs and required documentation. Please contact the OMBE office for assistance regarding the certification programs.

MBE Certification

[MBE Home](#)

[Directory of Certified Firms](#)

[Certifications & Forms](#)

[Annual Review](#)

[Expansion of Service](#)

[Minority Business Enterprise Advisory Committee \(MBEAC\)](#)

[Certification Application Assistance Workshops](#)

[How to Use Directory of Certified Firms](#)

[Resources and Information](#)

[FAQs](#)

[Contact Us](#)

[News](#)

Certifications and Required Forms

The Maryland Department of Transportation is the State's official certification agency for firms seeking status as a:

- Minority Business Enterprise (MBE)
- Disadvantaged Business Enterprise (DBE)
- Airport Concessions Disadvantaged Business Enterprise (ACDBE)
- Small Business Enterprise (SBE)

Steps to Certification

1. Application – Applicant submits a complete application and all required supporting documentation. All applications can be submitted online.
2. Investigation – An investigator reviews documentation submitted by applicant, conducts an on-site/job-site visit and prepares an investigative report.
3. Evaluation – MBE Advisory Committee (MBEAC) reviews the investigative report to evaluate whether the applicant firm meets the MBE/DBE/ACDBE/SBE program requirement
4. Determination – MBEAC Chair issues a written determination.

Types of Certification

MBE/DBE/ACDBE/SBE Certification

OMBE highly recommends applicants complete the Uniform Certification Application for firms seeking both MBE and DBE certification. OMBE will use this single application to evaluate candidates for

MBE Only Certification

MBE-certified firms can fulfill the minority participation goals established on State-funded contracts.

[More Info](#)



MBE Certification

MOT MARYLAND DEPARTMENT OF TRANSPORTATION

Office of Small and Minority Business Policy

FREE

MBE/DBE/ACDBE/SBE Application Assistance Workshops

Find out if certification as a Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE), Airport Concessions Disadvantaged Business Enterprise (ACDBE), and/or Small Business Enterprise (SBE) is right for your business.

The Office of Small and Minority Business Policy holds a FREE Workshop on the first Tuesday of every month. Due to COVID-19 precautions, Workshops are virtual until further notice.

To learn more and/or to register click [here](#).

| Application Assistance Workshop Schedule | | | |
|--|---------------------|--------------------|--------------------------|
| Date | Morning 10:00 AM | Evening 5:30 PM | Registration Link |
| January 4, 2022 | ✓ | | Register |
| February 1, 2022 | ✓ | | Register |
| March 1, 2022 | ✓ | | Register |
| March 1, 2022 | | ✓ | Register |
| April 5, 2022 | ✓ | | Register |
| May 3, 2022 | ✓ | | Register |
| June 7, 2022 | ✓ | | Register |
| June 7, 2022 | | ✓ | Register |
| July 5, 2022 | ✓ | | Register |
| August 2, 2022 | ✓ | | Register |
| September 6, 2022 | ✓ | | Register |
| September 6, 2022 | | ✓ | Register |
| October 4, 2022 | ✓ | | Register |
| November 1, 2022 | ✓ | | Register |
| December 6, 2022 | ✓ | | Register |
| December 6, 2022 | | ✓ | Register |

Steps to Submit an Application for MBE Certification

1. Download the [MBE Only Application](#).
 - Print or save to your desktop.
2. Read the instructions for completing the application.
3. Complete all sections of the application.
 - Do not leave blanks on the application.
 - Note “N/A” in areas that are not applicable.
 - For areas marked as “N/A,” include a brief statement about why that information is not applicable.
4. Download and complete the required [Personal Net Worth \(PNW\) Form](#).
 - Read the [PNW Guidelines \(Instructions\)](#) and [PNW Overview](#) for guidance on completion of the PNW.
 - Print PNW form or save it to your desktop.
 - This is the official form to be used for MBE/DBE/ACDBE Certification.
5. Review the appropriate [Document Checklist](#) for submitting applications.
 - These are the official checklists to be used for MBE/DBE/ACDBE Certification.
6. Application Submission:
 - Apply for certification [here](#).
7. Retain a copy of the entire application package for your files.

VSBE Certification

3-Step Certification Process

STEP 1- REGISTRATION

Register as a vendor in eMMA; Identify interest in VSBE under
“Procurement Programs”
Complete “Vendor Registration”

STEP 2- VERIFICATION

Verify veteran status through one of the 2 accepted verification
units: Maryland Department of Veterans Affairs or US
Department of Veterans Affairs (Federal CVE)

STEP 3- CERTIFICATION

Complete VSBE Application
(Under “Documents,” complete the VSBE Application and entering your valid
Veteran Verification number)

Once the vendor is approved, they will be assigned a VSBE Certification Number (VBXX-XXXXXX)



VSBE Application

Answer 4 questions in eMMA and select Veteran Verification Type.

Edit document : Attestations & General Documents

[Save](#) | [Archive](#)

Document

of veteran Affairs.
[CLICK HERE](#) to request Federal Vets First CVE through U.S. Department of Veterans Affairs.

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

a

Does your company meet the size standards adopted by the United States Small Business Administration? ⓘ * [USSBA Size Standards Tool](#)

b

Is it a for-profit business? ⓘ *

c

Veteran Verification Type ⓘ *

d

[VSBE Program Terms](#)

eMaryland Marketplace Advantage

All solicitations over \$15,000 must be publicly posted (advertised) on eMaryland Marketplace Advantage (eMMA).

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

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.

LOGIN

Login*

Password*



Login

State SSO
Login(SecureAuth)

MDoT SSO
Login(MSAzure)

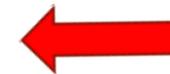
[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



VSBE Application

Answer 4 questions and select Veteran Verification Type.

Edit document : Attestations & General Documents

[Save](#) | [Archive](#)

Document

of Veterans Affairs.
[CLICK HERE](#) to request Federal Vets First CVE through U.S. Department of Veterans Affairs.

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

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Does your company meet the size standards adopted by the United States Small Business Administration? ⓘ * [USSBA Size Standards Tool](#)

b

Is it a for-profit business? ⓘ *

c

Veteran Verification Type ⓘ *

d

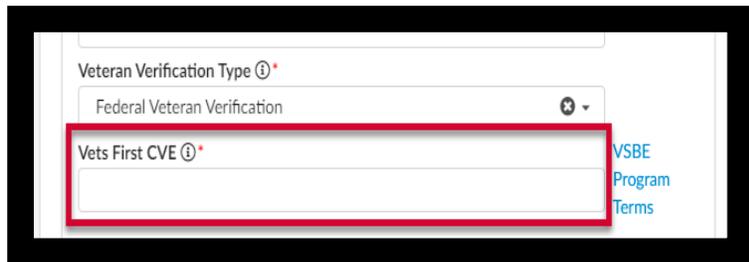
[VSBE Program Terms](#)

VSBE Application Veteran Verification

Two options for the Veteran Verification:

Vendors are able to enter either their Federal SAMS UEI # (12 digits)

Vendors are able to be verified with the Maryland Department of Veteran Affairs with the Veteran Verification form and upload their veteran supporting documentation

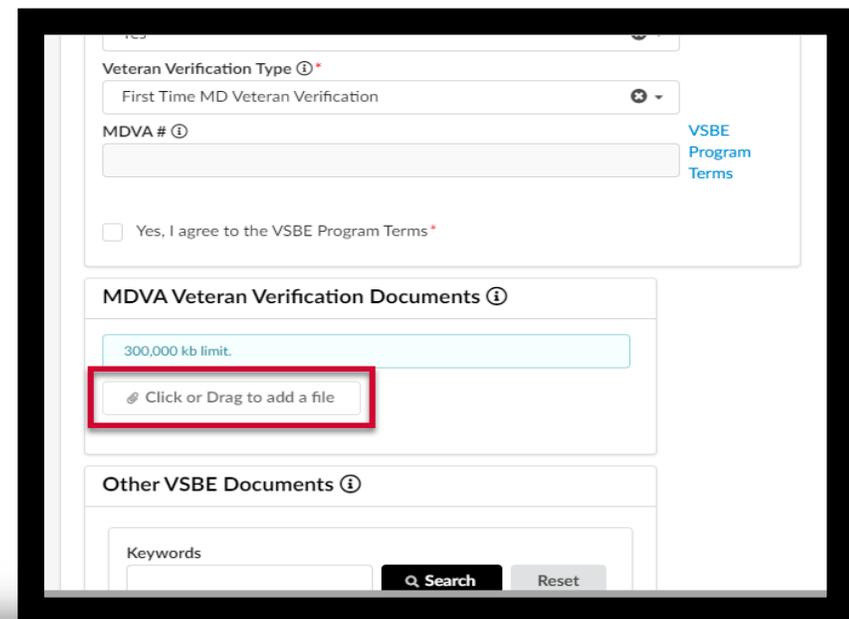


Veteran Verification Type ⓘ*

Federal Veteran Verification ⓘ

Vets First CVE ⓘ*

VSBE Program Terms



Veteran Verification Type ⓘ*

First Time MD Veteran Verification ⓘ

MDVA # ⓘ

VSBE Program Terms

Yes, I agree to the VSBE Program Terms*

MDVA Veteran Verification Documents ⓘ

300,000 kb limit.

Click or Drag to add a file

Other VSBE Documents ⓘ

Keywords

Search Reset

Liaison Directories

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

 GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs



Quick Links 

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us
- Forecast Database (internal use only)
- Forecast Filters (internal use only)

Veteran-Owned Small Business Enterprise (VSBE) Program

ATTENTION: Due to a VSBE Program enhancement the week of June 6, 2022, we will not take any new applications from June 6-10, 2022. Check back for more updates. If you have any questions, you may contact the VSBE Program Compliance Manager, **Danielle Davis at 443-346-0717.**

QUICK LINKS

- Maryland Department of Veterans Affairs
- Federal Vets First Verification Program
- eMaryland Marketplace Advantage
- VSBE Liaison Directory** 

ATTENTION: If you are experiencing problems with certification or recertification in eMMA, assistance is available from a VSBE Administrator by calling 410-697-9600.

Overview

Maryland's VSBE Program provides contracting opportunities on state-funded procurements for qualified veteran-owned small businesses. Designated agencies and departments are directed to spend at least 1% of the dollar value of their procurement contracts with certified VSBE firms.

Only the work of a certified VSBE firm, performing as either a prime contractor or a subcontractor, can be counted toward an established VSBE contract goal. There is no cost to obtain certification, and once certified, firms must renew annually.

The number of certified vendors in the VSBE Program, and the diversity of products and services they provide, makes a big impact on how VSBE goals are set on a contract. Increasing the VSBE vendor pool will

Maryland Commerce > Funding & Incentives > Military Personnel and Veteran-owned Small Business Loan Program (MPVOLP)

Funding & Incentives

- + Tax Credits
- + Grants
- + Loans
- + Loan Guarantees
- + Tech Transfers
- + Training/Services
- + Venture Capital

Related Items

- MPVOLP - Dept. of Veterans Affairs

Military Personnel and Veteran-owned Small Business Loan Program (MPVOLP)

MPVOLP provides no interest loans of up to \$50,000, from one to eight years, for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons.

Note: Note: New applications for the program will be accepted from July 1, 2021 through August 16, 2021. The submission of an application is not as assurance of approval.

BENEFITS

No interest loans range from \$1,000 to \$50,000. Loan maturity will be from one to eight years. The loan repayment period usually will not exceed the useful life expectancy of the equipment to be purchased.

ELIGIBILITY

Eligible applicants include veteran-owned small businesses, businesses owned by military reservists and National Guard members called to active duty, and small businesses, with fewer than 50 employees that employ them.

For reservists or National Guard members called to active duty, Program funds must be used for payment of identifiable costs of the business, including general business expenses, which result from the call to active duty. The loan may be made at any time from the date of the call to active duty through the period ending six months after the end of the individual's active duty.

DID YOU KNOW?

[HTTPS://COMMERCE.MARYLAND.GOV/FUND/PROGRAMS-FOR-BUSINESSES/MPVOLP](https://commerce.maryland.gov/fund/programs-for-businesses/mpvolp)





MILITARY SPOUSE CHAMBER OF COMMERCE

Home of Military Spouse Owned Business

OUR MISSION

To ensure that all active duty and veteran military spouse business owners have the tools and resources they need to strengthen their families, communities, and our economy.

OUR HISTORY

Founded by military spouse entrepreneurs with over 30 years of collective experience in the nonprofit and for-profit world. We are determined to provide the best in class resources to help our spouses succeed.

OUR TEAM

Our team is committed to empowering and advocating on behalf of our nation's military spouse business owners and budding entrepreneurs from Capitol Hill to communities across the United States.

FREE MEMBERSHIP →

DID YOU KNOW?

[HTTPS://MILSPOUSECHAMBER.ORG/](https://milspousechamber.org/)





“Launching Your Veteran-Owned Small Business”

CANDIDATE ELIGIBILITY

- *Veteran (Broad Definition includes active duty and reserve personnel)
- *Need to have specific business venture for startup in mind, not an exploratory course
- *Veteran small business owner struggling or looking to expand
- *Military Spouse (Separate Course)

APPLICATION PROCESS

- *Complete online registration form on website (www.project-opportunity.com)
- *Attend Orientation Session
- *Complete Candidate Screening Assessment
- *Participate in telephone screening process



“Launching Your Veteran-Owned Small Business”

Military Spouse Fall 2022 Class- Wednesday evenings starting on September 14th, 2022 thru November 9th, 2022, 6:00 PM to 9:00 PM at the Anne Arundel Workforce Development Career Center (Patapsco Room) located at 613 Global Way, Linthicum Maryland

Baltimore Fall 2022 Class- Thursday Evenings starting on September 8, 2022 thru November 17, 2022, 6:00 PM to 9:00 PM at the City of Refuge Training Center located at 3501 7th Street Baltimore MD 21225



MILITARY WELLNESS



The Fort Meade Alliance (FMA) is proud to introduce the Military Wellness Community Connection, a new initiative designed to support the unique needs of our veteran and active military service personnel and their families.

The FMA and FMA Foundation are guided by the belief that the resiliency of our people is at the core of holistic health. To us, resiliency is the link to increased capability and readiness of the individual to create an even stronger DoD community and, therefore, stands on the shoulders of five symbolic pillars — emotional, physical, social, family and spiritual.



Because May is Mental Health Awareness Month and June is National PTSD Awareness Month, we'd like to connect the holistic needs of the Fort Meade community with the services available in the region.

2022

| MAY | JUN | JUL | DEC |
|---|--|--|-----|
| Mental Health Awareness Month | National PTSD Awareness Month | | |
| Promotion for Military Wellness Community Connection begins | Services that support Military Wellness Community Connection now available | ◀ EXPIRATION DATE OF SERVICES FLEXIBLE ▶ | |
| | Promotion for Military Wellness Community Connection continues | New services that support Military Wellness Community Connection added to rolling list | |
| | | Promotion for Military Wellness Community Connection continues as needed | |

Examples of donated services include free or discounted services/programs, demonstrations, open houses, etc., that would promote wellness in our military community and introduce your business to the military community!

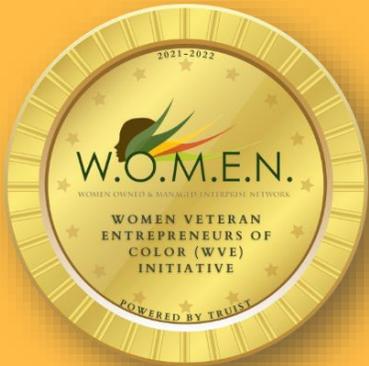
FMA's Military and Family Committee has identified you as a potential participant in the new Military Wellness Community Connection initiative. Would you like to join our efforts to support the unique needs of the Fort Meade region?

Questions? Contact Lisa B. Terry, Mgr, HoCo Office of Veterans and Military Families veterans@howardcountymd.gov.



DID YOU KNOW?

[MILITARY WELLNESS COMMUNITY CONNECTION HOST REGISTRATION – FORT MEADE ALLIANCE \(FTMEADEALLIANCE.ORG\)](https://www.ftmeadealliance.org)



GUEST SPEAKER

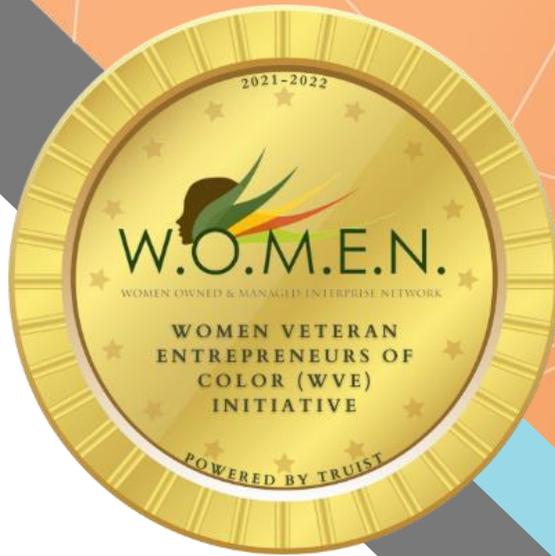
Dawn Tucker

WVE Lead Coordinator

President

Lord and Tucker Management
Consultants, LLC (LTMC)





MORGAN STATE UNIVERSITY (MSU)
ENTREPRENEURIAL DEVELOPMENT
ASSISTANCE CENTER (EDAC)



MSU EDAC W.O.M.E.N.
Women Veteran Entrepreneurs of Color (WVE)
June 14, 2022

The W.O.M.E.N. W.V.E. Program is funded through a grant from Truist.

SERVICES



Program Coordinators and Partners

Activities/Calendar

Resources

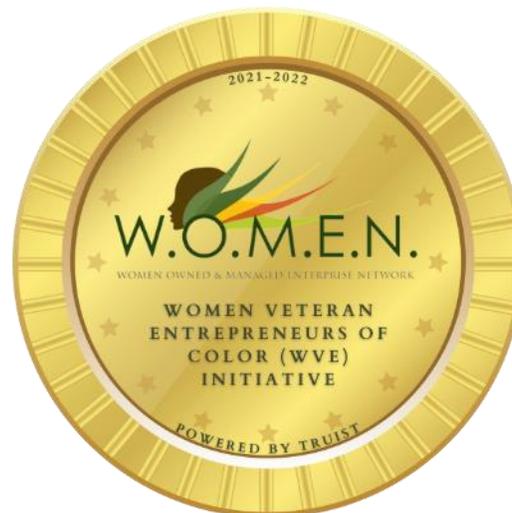
Visit: <https://www.edacmorgan.com/>

OVERVIEW



WOMEN OWNED & MANAGED ENTERPRISE NETWORK

W.O.M.E.N. is a Morgan State University (MSU) Entrepreneurial Development and Assistance Center (EDAC) Small Business Platform addressing the need of helping Maryland-based Black and Brown women veterans, Black and Brown military spouses, and Black and Brown women seeking contracting opportunities with government agencies and the private sector.





PROGRAM COORDINATORS

PRIMARY PROGRAM COORDINATORS



Omar S. Muhammad
EN-TRE-PRE-NEUR & Director
Morgan State University
Entrepreneurial Development & Assistance Center (EDAC)



Dawn Tucker
WVE Lead Program Coordinator
President
Lord and Tucker Management Consultants, LLC (LTMC)



Kamalia Blunt
WVE Program Coordinator
Senior Analyst
Lord and Tucker Management Consultants, LLC (LTMC)



Yvette Racks
Administrative Assistant
Morgan State University
Entrepreneurial Development & Assistance Center (EDAC)

PARTNERS

Advisory Board, Mentors, Consultants, Corporations, Public Officials and Federal, State, and Local Government entities such as the *U.S. Small Business Administration* and the *Maryland Governor's Office of Small and Women Business Affairs!*



TRUIST 


W.O.M.E.N.
WOMEN OWNED & MANAGED ENTERPRISE NETWORK


EDAC
ENTREPRENEURIAL DEVELOPMENT AND ASSISTANCE CENTER

W.O.M.E.N. is a Morgan State University (MSU) Entrepreneurial Development and Assistance Center (EDAC) Small Business Platform addressing the need of helping Maryland-based Black and Brown women veterans, Black and Brown military spouses, and Black and Brown women seeking contracting opportunities with government agencies and the private sector.

Special Thanks for our Connection with Our Partners and Local Resource Providers!


BALTIMORE


MARYLAND WOMEN'S
BUSINESS CENTER


WBC
WOMEN'S BUSINESS CENTER


mce
MARYLAND WOMEN'S
BUSINESS CENTER

For any inquiries or comments, please reach out to Dawn Tucker at info@itmctraining.com and/or Kamalia Blunt at kblunt@itmctraining.com

01

ROOM TO GROW

This initiative is about helping solo entrepreneurs grow their resources so that they can be in position to take advantage of business opportunities.



GOV CONTRACTING ENTREPRENEURIAL BOOTCAMP



This Virtual Course will take place 1 Day a Week for 4 weeks during pre-established months for that year. The course focus is "Tools for Government Contracting"

02

WOMEN'S BUSINESS CERTIFICATION INITIATIVE

03

The Women's Business Certification Initiative on State & Federal Small Business Certification Program is an incredible resource for Women Owned and Women Veteran Owned Small Businesses and will be offered again this year to eligible registrants.



More information on the initiative can be found at www.edacmorgan.com or by calling 443-885-3663. Funding for the W.O.M.E.N. Platform is made possible by a grant from Truist Bank.

Questions: email omar@edacmorgan.com
or info@itmctraining.com;
call 443-532-4531

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SERVICES AND ACTIVITIES

W.O.M.E.N. is a Morgan State University (MSU) Entrepreneurial Development and Assistance Center (EDAC) Small Business Platform addressing the need of helping Maryland-based Black and Brown women veterans, Black and Brown military spouses, and Black and Brown women seeking contracting opportunities with government agencies and the private sector.

Special Thanks for our Connection with Our Partners and Local Resource Providers!



For any inquiries or comments, please reach out to Dawn Tucker at info@ltmctraining.com and/or Kamalia Blunt at kblunt@ltmctraining.com



WVE PODCAST

Entrepreneurial Table Talk between a local resource provider, an established Business Owner and Budding or Newer Business Owner. 12 sessions will be done throughout the current year.

04

05

WVE WEBINARS

4 webinars will be hosted throughout the current year and will cover a variety of topics of interests to small business owners.



ONE DAY SUMMIT

Save the Date: April 27, 2023

Our First Conference in 2022 was a resounding success and we are looking forward to pulling off another amazing event!

06

07

LOAN FUND

Up to \$15,000 microloan offered to platform participants based upon eligibility



POWERED BY



NOTE: ALL Opportunities for Small Businesses, EXCEPT for the Annual Conference and Webinars, are directed specifically toward Maryland-based Women Veterans of Color and Military Spouses and Women of Color both with entrepreneurial interests related to government and corporate contracting.

Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531

SERVICES AND ACTIVITIES

ACTIVITIES

Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531

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Morgan State's Entrepreneurial Development & Assistance Center (EDAC)

THE WOMEN VETERAN ENTREPRENEURS OF COLOR (WVE) INITIATIVE

EVENTS & OPPORTUNITIES_2022-2023



<https://tinyurl.com/WVE202223Flyer>



Don't Forget to Connect with Our Partners and Local Resource Providers by Clicking on the Logos Below!



Subscribe to Our WVE
Newsletter for Future
Updates!

The Morgan State University Entrepreneurial Development & Assistance Center (MSU EDAC) in Baltimore, Maryland has launched the Women Owned and Managed Enterprise Network (WOMEN) initiative to meet the growing demand of Black and Brown women veteran, military spouses and women seeking contracting opportunities with government agencies and the private sector. In addition to business services, knowledge as well as access to resources to develop and retain competitive enterprises are offered to women business owners and managers. Thanks to funding from **Truist**, the leaders of this initiative as well as our partners have the means to directly support the businesses of the women who have served our country, and we strive to function as powerful liaisons of knowledge, network and resources between their businesses and their inevitable success.

For any inquiries or comments, please reach out to Dawn Tucker at info@ltmctraining.com and Kamalia Blunt at kblunt@ltmctraining.com

NOTE: ALL Opportunities for Small Businesses, **EXCEPT** for the Annual Conference and Webinars, are directed specifically toward Maryland-based Women Veterans of Color and Military Spouses and Women of Color both with entrepreneurial interests related to government and corporate contracting.

To View the Post April 2022 Conference Content: <https://jbconsulting.kartra.com/page/postevent>



We are planning for next year's WVE April 2023 Conference and want to know what you would like hear and what agencies or organizations you would like to see!

- [LET YOUR VOICE BE HEARD!](#)



Our 4 Week (6-9PM EST) Boot Camp Sessions held during the months of **July 2022**, **September 2022**, **November 2022**, and **February 2023**: The Government Procurement Training Series (GPTS), will provide participants with the tools and tips necessary to accomplish ownership and growth of a small business.

- [REGISTER TODAY!](#)



The Women's Business Certification Initiative on State & Federal Small Business Certification Program Women-Owned and Women-Veteran Owned Small Businesses will be offered again this year! Program Date is Forthcoming!

- [ALERT ME WHEN THE PROGRAM BEGINS!](#)



Room to Grow: This initiative is about helping solo entrepreneurs grow their resources so that they can be in position to take advantage of business opportunities. The initiative will last for six months (June, 2022 through April, 2023). For now, all activities are virtual. Advance notice and safety precautions will be provided for face-to-face events.

- [SIGN ME UP!](#)



Podcasts: We are having some fun this year with our podcasts! As we prepare to connect with eligible speakers and resource providers, be prepared for a new, incredible series this year!

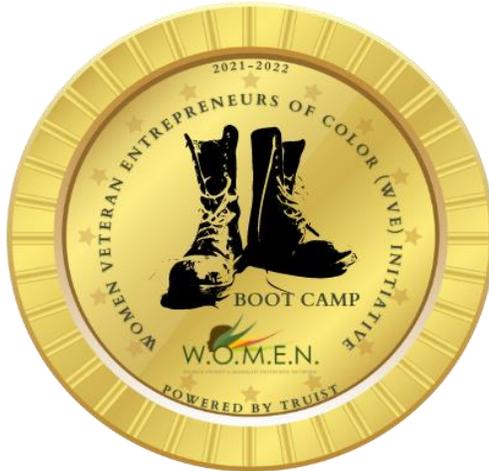
- Interested in potentially being a podcast speaker? [REGISTER HERE!](#)
- Want to see our Previous Podcasts? [TAKE ME THERE!](#)



WVE Webinars on small business matters and resources will continue this year!

- Want to attend and have a say in what our topics should be? [YES, I DO!](#)
- Want to see our Previous Webinars? [TAKE ME THERE!](#)
- **Attend these Upcoming Webinars** hosted by the MD Governor's Office of Small, Minority, and Women Affairs:
 - 6/7/2022 from 10AM-11:30AM EST: [Federal & State Veteran Small Business Program Overview](#)
 - 6/14/2022 from 9AM-11AM EST: [Women Veteran & Military Spouse Owned Small Business Resources](#)

BOOTCAMP GOVERNMENT CONTRACTING 4-WEEK VIRTUAL LIVE WORKSHOP



Truist Bank, Guest Speakers, Government Officials, and Subject Matter Experts will discuss:

- **Week #1** - Government Procurement Marketplace Insider Strategies for Success
- **Week #2** – Government Procurement Winning Proposals
- **Week #3** - How to Maximize Contract Vehicles and Certifications to Close the Deal
- **Week #4** - Pricing and Contract Administration

Register To Be in Our Next Cohort! <https://tinyurl.com/WVEBootCamp2022>

CONTRACTS, CONTACTS & CAPITAL RESOURCES

Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531

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W.O.M.E.N.
28 APRIL 2022
8:00 AM - 4:30 PM EST
VIRTUAL BUSINESS SUMMIT

The Women Veteran Entrepreneurs of Color (WVE) Initiative of Morgan State University EDAC's W.O.M.E.N. Presents

BECOME A BUSINESS TRIPLE THREAT!

**SECURE THE 3 C'S:
CONTRACTS, CONTACTS,
AND CAPITAL**

ALL ARE WELCOME TO ATTEND!

Put your business in line for further greatness and a wealth of resource and knowledge with our upcoming 2022 event!

REGISTER TO WIN EITHER A FREE GSA SCHEDULE OR A FREE BUSINESS ASSESSMENT!

**CONTRACTS**
Learn about what regulations will impact contracting efforts and how to find, obtain, and manage procurement opportunities

**CONTACTS**
Gain the advantage to network with small business liaisons and fellow entrepreneurs

**CAPITAL**
Discern what type of capital your business needs as well as where and how to find them



Text WVE to 410-881-6697 or scan the QR code for event updates and when registration launches!



TRUIST  EDAC BALTIMORE  WBC 

CONTRACTS, CONTACTS & CAPITAL RESOURCES

Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531

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To View the Post April 2022 Conference Content:
[https://jbconsulting.kartra.com/page/postevent.](https://jbconsulting.kartra.com/page/postevent)
Next Conference April 2023!



Questions: email omar@edacmorgan.com 34
or info@ltmctraining.com;
call 443-532-4531

Government Contracting Guide Resource

<https://commerce.maryland.gov/Documents/BusinessResource/maryland-federal-facilities-contracting-guide.pdf>





QUESTIONS

Presented By: Dawn L. Tucker, Program Coordinator

Morgan State University

Entrepreneurial Development and Assistance Center

W.O.M.E.N. WVE Initiative

info@ltmctraining.com

443-532-4531

<https://www.edacmorgan.com/>

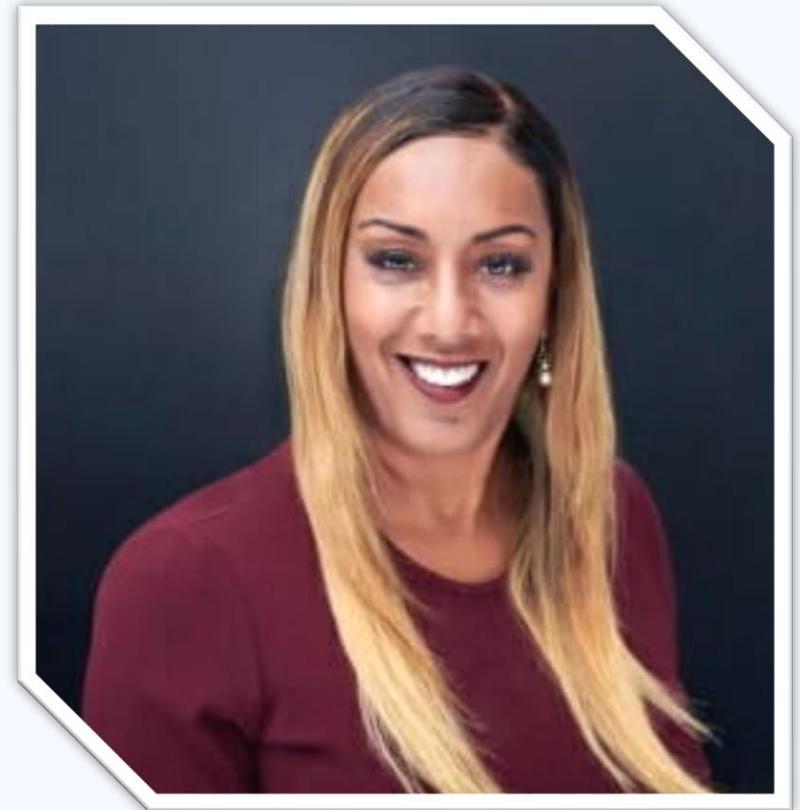


CIVILITY MANAGEMENT SOLUTIONS

Laurie Sayles

President & CEO

KEYNOTE SPEAKER



Recipient of a Governor's Citation, for her & her company's contribution to Maryland's economic growth as a Women Veteran Entrepreneur.



Congratulations

Thank You for your service!

Laurie Sayles is an accomplished, cultured and disciplined executive that is an influencer in her community, personally and professionally.

The energetic and motivating Chicago native served as a Staff Non-Commissioned Officer in the United States Marine Corps (USMC), which has infused various teachings into her lifestyle and profession.

Subsequent to her military career, Laurie Sayles began a civilian career within the non-profit and corporate arenas for over 20 years and diligently worked her way up the ranks by acquiring leadership positions. As a Program / Project Manager she earned the respect of her peers, staff and stakeholders.

Laurie acquired great knowledge in contracting with the government as she managed up to 128 staff nationally within 8 agencies totaling up to \$11.5 million in contracts for a Women, HUBZone, 8(a) small business in Washington, DC. After experiencing major success in her corporate position, she inevitably established her liberating career in Federal Government Contracting.





In 2012 Laurie Sayles founded CivilityMS professional consulting firm. They are certified as a Small Disadvantaged, Service-Disabled Veteran, Woman Owned Business, offering professional services to the Federal, State, Local and Commercial entities in the areas of:

- Program/Project/Financial and Grants Management
- Conference and Facilities Logistics
- Administrative
- Acquisition
- Human Capital Training

Awarded and Recognized:

- Washington Business Journal “2020 Veterans in Business” award
- 2019 Maryland Women Veteran Entrepreneur of the Year and VIB Network’s “Above and Beyond ”Award;
- 2018 selected as 1 of 100 Minority Businesses in the Maryland, DC, and Virginia area, and “Compassionate Business Leader” due to her advocacy on behalf of Veterans business owners.

CivilityMS participated in many pilot programs:

- Department of Veteran Affairs, OSBDU program for Women Service Disabled Veterans “VetBizLady”;
- Bowie University, BowieBic as an 8(a) accelerator program for SBA certified 8(a) programs in Prince George’s County, MD;
- Baltimore, MD Cohort 1 Goldman Sach’s 10,000 Small Business Program with Babson Entrepreneurship Training at Johns Hopkins University.
- Most recent, recognized as being #2504 in Inc 5000 list for 2020.

Please write & submit questions through the Q&A window
(find it at the bottom of your screen)



EXIT

POLL



Upcoming Webinars and Outreach Workshops

Ready, Set , GROW! Procurement Connections Workshops (Virtual)

Wednesday, June 15, 2022 @ 10 a.m.

Doing Business with Maryland Casinos (In-person)

June 21, 2022 – MGM National Harbor

June 22, 2022 – Live! Casino

June 23, 2022 – Horseshoe Casino

REGISTER NOW

Technical Training Classroom Webinars (Virtual)

June 28, 2022 – Proposal Writing 1: Reading A Solicitation

June 30, 2022 – Proposal Writing 2: Developing An Outline

Technical Training Classroom and Events

Business Events

Stay connected to the many opportunities for training, networking, and business development that are taking place across Maryland and on virtual platforms. Here is a highlight of some of the events coming up this month.

06/03/2022 - [Business Lending Unit - MD Department of Housing & Community Development](#)

06/07/2022 - [MBE/DBE Application Assistance Workshop](#)

06/07/2022 - [Veteran Federal & State Small Business Programs Overview](#)

06/09/2022 - [36th Annual Small Business Week Awards](#)

06/13/2022 - [Federal Proposal Development - A focus on the Technical Proposal](#)

06/14/2022 - [Fast Cash Strategies for Small Businesses](#)

06/15/2022 - [Ready, Set, GROW! Procurement Connections Workshop](#)

06/21/2022 - [Introduction to Entrepreneurship \(in Spanish\)](#)

06/23/2022 - [Developing Financial Projections for Your Small Business](#)

06/28/2022 - [Proposal Writing Part 1 - Reading a Solicitation](#)

06/30/2022 - [Proposal Writing Part 2 - Developing an Outline](#)

Check out the full listing of small business events online at
goMDsmallbiz.maryland.gov.



Resources and Partners

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?PageId=90>

**Maryland Department of Commerce
Maryland Financial Incentives for Business**

<https://commerce.knack.com/maryland-funding-incentives>

Maryland Small Business Development Center (SBDC)

<https://www.marylandsbdc.org/>

Maryland Procurement Technical Assistance Center (PTAC)

<https://www.mdptac.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/>



Financial Resources and Partners

Maryland Department of Housing & Community Development (DHCD)
Business Lending

<https://dhcd.maryland.gov/Business/Pages/default.aspx>

Neighborhood BusinessWorks

- Maryland DHCD's Small Business Loan Program est. 1995
- Flexible Financial Support of Small Business
- Broad Range of Financing Tools
- Statutory Changes (HB 326 in 2016 Legislative Session) Enable Growth in Years Ahead

<https://dhcd.maryland.gov/Business/Pages/SmallBusinesses.aspx>



Financial Resources and Partners

Maryland's

State Small Business Credit Initiative (SSBCI) Program



Financial Resources

Maryland's State Small Business Credit Initiative (SSBCI) Program

Expression of Interest Form

The state of Maryland expects to open applications in the summer of 2022. Complete our Expression of Interest Form to get notified when funding is available and applications are being accepted.

Small Business

Lender

For more information

Contact: dhcd.ssbc@maryland.gov or 866-266-3558

<https://dhcd.maryland.gov/Business/Pages/SSBCI.aspx>

<https://gomdsmallbiz.maryland.gov>

