

Good Morning!

Today's Webinar

Leveraging Your Certifications

Will begin shortly

Tuesday, April 23, 2024



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

 **Maryland**

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

Welcome!

Today's Topic:

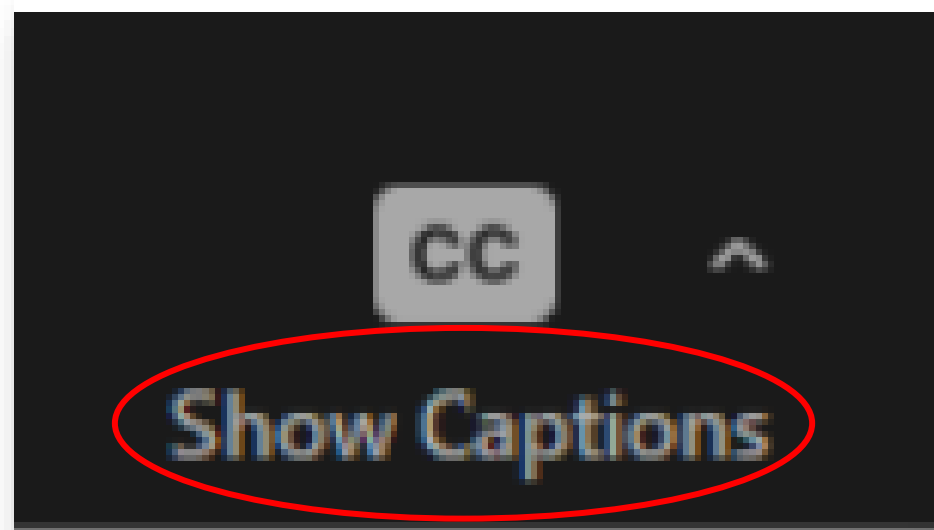
Leveraging Your Certifications

Tuesday, April 23, 2024

Live Transcription and/or Closed Captioning has been activated

If you want to use it:

- 1. Click on "Show Captions"



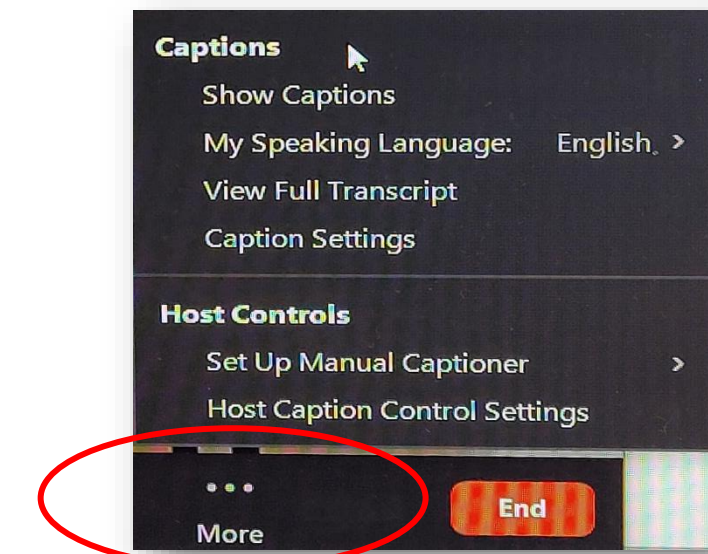
If you want to remove it:

- 2. Click on "Hide Captions"



If you don't see CC option:

- 3. Click on "MORE... Captions"





Prize Drawing!

- Opportunity for your business to be featured in our Small Biz Bulletin
- Over 30,000 stakeholders
- Participants have to be in attendance to win.
- Random drawing at the end of the webinar.
- Thank you to all for your participation.

Good Luck!

Today's Coordinating Team

Pamela Gregory
Chief of Staff

Danielle Davis
VSBE Compliance Manager

Tanita Johnson
SBR Compliance Manager

Eduardo D. Hayden
Small Business Outreach Manager



Things to Consider

- Reminder that today's webinar is being recorded
- All attendees are in "listen only" mode (automatically muted and cameras are off)
- **All communication & questions must be typed and submitted through the Q&A window** (find it at the bottom of your screen)
- We will engage in a few polls, including an Exit Poll at the end of the presentation
- We will reveal a Prize Drawing Winner
- We will conduct a moderated Q&A session
- We will share final reminders, upcoming classes, resources & partners
- You will receive a copy of today's slide deck presentation





U.S. Small Business
Administration

Office of Disaster Recovery and Resilience (ODR&R)

Economic Injury Disaster Loans (EIDLs)

Vanessa I. Santiago, Field Operations Center East

April 23, 2024



ALISON TAVIK

DIRECTOR
OF COMMUNICATIONS & OUTREACH



Maryland

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

goMDsmallbiz.maryland.gov

Final Reminders

- **Please type & submit questions through the Q&A window**
(find it at the bottom of your screen)
- Brief Exit Poll
- Prize Drawing
- We will engage in our moderated Q&A session
- Upcoming Webinars & Outreach Workshops
- Resources & partners
- You will receive an email with information about today's slide deck presentation and how to connect with today's speaker



EXIT **POW**ER

PRIZE DRAWING!

www.gomdsmbiz.maryland.gov





WINNER



PLEASE TYPE & SUBMIT ANY QUESTIONS THROUGH THE Q&A WINDOW AT THE BOTTOM OF YOUR SCREEN.

Program Seals:

Please visit our
website to download

goMDsmallbiz.maryland.gov



Mining Public Data Techniques



goMDsmallbiz.maryland.gov

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

 **Maryland**


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


Keep Learning

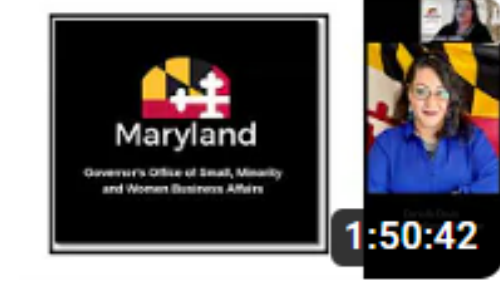
- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist


goMDsmallbiz.maryland.gov

T.I.P.S. Webinar Series Playlist

- 

1 **Leveraging Your Certifications - December 14, 2023**
StateMaryland • 40 views • 1 month ago
1:52:26
- 

2 **Writing A Business Plan to Access Capital - December 12, 2023**
StateMaryland • 15 views • 1 month ago
2:04:48
- 

3 **VSBE Subcontracting Protocols - November 16, 2023**
StateMaryland • 9 views • 1 month ago
1:50:42
- 

4 **Strategic Planning for Business - November 14, 2023**
StateMaryland • 6 views • 1 month ago
1:43:00

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

Upcoming Webinars & Workshops



goMDsmallbiz.maryland.gov

Thursday
April 25, 2024

10 a.m.
Maryland's MBE
Rights & Responsibilities

Thursday
May 23, 2024

10 a.m.
Pricing & Costing
To Win More Contracts

Thursday
May 30, 2024

10 a.m.
Maryland's VSBE
Program & Resources

Partners

Maryland APEX Accelerators
(formerly 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/>

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?PageId=90>

Maryland Department of Commerce
Maryland Financial Incentives for Business

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

Maryland Entrepreneur HUB

<https://marylandentrepreneurhub.com/>



<https://gomdsmallbiz.maryland.gov>

Thank You!