



## DPW Launches New Logo for Signature Program

The Baltimore City Department of Public Works is excited to unveil our new Small Business Development (SBD) ***Growth by Design*** Training Program logo as part of a brand expansion focused on empowering and growing small businesses to reach new heights. Expect to see our new ***Growth by Design*** logo on the DPW website, on DPW social media, as well as on other program materials.

The SBD ***Growth by Design*** Training Program has proven to be successful in helping to remove barriers and create opportunities for entrepreneurs (contractors) within Baltimore City and beyond!

## KUDOS!

Congratulations to these graduates of the SBD ***Growth by Design*** Training Program for continued contracting success!

1. A-Plus Contracting, LLC
2. B & B Partnership Initiative
3. D & L Foreclosure, LLC
4. Fallsway Construction
5. Love Commercial Cleaning
6. MSP Superior, Inc.
7. Seal Tight Plumbing, LLC
8. SpatialGIS
9. Thomas Construction



## Enrollment Now Open for 2020 Small Business Development Training Program



2019 SBD Graduating Class

The Baltimore City Department of Public Works (DPW) proudly announces open enrollment for the 2020 DPW Small Business Development (SBD) ***Growth by Design*** Training Program. DPW is offering this signature training program at a minimum cost this fall to participants who are interested in learning about how to do business with the City.

The SBD ***Growth by Design*** Training Program has been completed by 240 small business owners or their employees since 2016. More than 40 businesses have been MBE/WBE certified, 44 have been pre-qualified to work with the City, and more than \$3 million in contracts and related services have been awarded to graduates of this program.

This signature Training Program is slated to begin in September with an opening ceremony at Morgan State University. Due to COVID-19, there may be limited in-person training. The team is currently evaluating offering alternative, interactive online classes consistent with our past training course.

## WHAT YOU NEED TO KNOW (program valued at \$1,199)

- Open enrollment now through September 1, 2020
- Classes will be held weekly on Tuesday or Thursday and may be in-person or online interactive trainings
- \$199 covers materials and meals

# Small Business Spotlight

## In Celebration of Women in Business

Our graduates are on the move! We connected with a few graduates to find out what they have been doing since completing the Training Program.

## Alumni on the Move

Adrienne Barnes is the Owner of KOBA & Associates, LLC, and a 2018 graduate of the DPW Small Business Development *Growth by Design* Training Program. KOBA specializes in Public Relations.



Ms. Barnes has secured her MBE/WBE certification and is now ready to compete for Baltimore City contractual work and has been awarded Baltimore City projects. She is currently consulting on the Maryland Department of Transportation's (MDOT) Public-Private Partnership (P3) program and is subcontracting with the Maryland Port Authority (MPA).

Ms. Barnes said she learned several things from the program, but the highlight was learning to manage her business and personal expenses. She advises future program participants, ***"Securing your MBE status is not all you need to be ready. You have to network, attend events, get to know people, and sell yourself to future partners. Your work continues and becomes even more challenging after completion of the class."***



Kelly Lindow is the owner of CityScape Engineering, LLC, and a 2018 graduate of *Growth by Design*. Specializing in Design and Permitting, CityScape is currently working with Baltimore City on several active on-call projects and Kelly anticipates more contract work being finalized with the City later this year. Ms. Lindow says what she found most valuable from the Program was getting to meet City employees, connecting with individuals who oversee contracting opportunities, and networking with the prime contractors that were facilitators for the Program.

When asked what advice she would give to future Program graduates, Ms. Lindow said, ***"Be patient and persistent. You still have to work hard and network and get in front of the prime contractors to be successful."***

## LEARN ABOUT OPPORTUNITIES TO WORK WITH BALTIMORE CITY

Go to the following website or scan the QR code to receive information about Baltimore City contracting opportunities.  
<https://mwbd.baltimorecity.gov/bidding-contractor-opps>



## FOR MORE INFORMATION, CONTACT US:

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**Website:** <https://publicworks.baltimorecity.gov/smallbusinessdevelopment>

