



**GROWTH**  
BY DESIGN

BALTIMORE CITY  
**DPW**  
DEPARTMENT OF PUBLIC WORKS

**SPRING 2021**

**REGISTER TODAY!**

Do you want to take your company to the next level? If you are an owner or employee of a small contracting firm and looking to grow your business, the Baltimore City Department of Public Works Small Business Development *Growth by Design* Training Program may be right for you.

This 11-week training program has been developed to assist local, small and minority or woman-owned business enterprises (MBE/WBEs) become contract-ready to support Baltimore City on more than \$3 billion in utility construction work. Companies specializing in design and construction related fields including: concrete construction, construction program and project management, excavation, landscaping, pipeline installation, post-construction clean-up, scheduling, sediment and erosion control, sewer construction and inspection, site work, traffic control, and underground utilities should register TODAY

Applicants emerge from training educated about:

- Consent Decree Projects
- OSHA 10-Hour certification
- Tools to become MBE/WBE certified
- Process of Prequalification with Baltimore City
- Basic accounting and financial practices
- Basic blueprint plan reading
- Construction industry best practices
- Construction management skills
- Estimating and bidding techniques
- Proven marketing strategies
- Prime Contractors
- Subcontracting opportunities
- Collaboration opportunities to network with business owners

Baltimore City  
Department of Public Works

Small Business Development  
*Growth By Design* Training Program



**2021 CLASSES**

Open Enrollment through  
August 23, 2021

Classes will be held virtually (and/or possibly in person) on Tuesday evenings. Participants will also get the opportunity to network with each other and prime contractors virtually (and/or possibly in person) some Thursday evenings.

**WANT MORE INFORMATION?**

Call: (410) 618-0100

Email: [sbd@baltimorecity.gov](mailto:sbd@baltimorecity.gov)

[publicworks.baltimorecity.gov/smallbusinessdevelopment](http://publicworks.baltimorecity.gov/smallbusinessdevelopment)