



NEWSLETTER

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DPW Small Business Development Program

2022 OPEN ENROLLMENT

The Baltimore City Department of Public Works Small Business Development Program's (SBDP) open enrollment period commenced on April 1, 2022.

"As we emerge from a trying two years in the pandemic, we look forward to hosting our program in-person with the appropriate safety protocols to continue to assist local, small and minority businesses," stated Deena Joyce, Chief of the Office of Boards and Commissions.

The SBDP is seeking participant firms in disciplines including engineering, construction, landscaping, concrete, hauling, project management and landscaping.

The SBDP 11-week training curriculum will be taught on Tuesday and possibly Thursday evenings from 6:00pm-9:00pm and will include the following:

- *Basic Blueprint Plan Reading*
- *Bonding*
- *Construction Cost Accounting*
- *Construction Best Practices*
- *Contract Administration*
- *Estimating & Bidding*
- *M/WBE Certification*
- *Prequalification*
- *Proven Marketing Strategies*
- *OSHA 10 Hour Certification*

"We look forward to meeting and fostering relationships with a new diverse group of firms. Don't miss out on this opportunity to gain a better understanding of working with the City of Baltimore," stated Kerwen Whatley, Small Business Development Program Director. The SBDP's open enrollment period closes on August 19, 2022.

HOMECOMING 2022

June 8, 2022

Attention SBDP Graduates! Please join us for SBDP Homecoming 2022!

For more information, please call 410-618-0100 or email sbd@baltimorecity.gov



Doughboy Construction crews at work in Baltimore.

Doughboy Construction

When did you decide that you wanted to be an entrepreneur?

I decided to be an entrepreneur the first day of my summer job at age 14. I was working at the neighborhood swimming pool and found out I could sell a quarter water for \$.50. That was the beginning of entrepreneurship for me!

What type of services do you provide?

Doughboy Construction is a small MDE Asphalt patch/ paving company that services Baltimore City and the surrounding counties.

How did you decide on the name Doughboy Construction?

The name Doughboy was given to me as a nickname that stuck with me as a young man coming up in Baltimore City, so I decided to use it as my company's name.



Donte Evans, President, Doughboy Construction

Who are some of the clients that you have provided services?

I have been fortunate to have worked for some great companies including

Tucker Trucking, R E Harrington and Sons, Monumental Paving, L.F. Mahoney and Chaney Enterprise.

How have you been able to pivot and grow and expand your service offerings?

Doughboy Construction started off as a dump truck hauling company. Over 20 years, we've expanded into a construction company that services asphalt, paving and serves as a supplier of all materials.

What advice would you give to someone interested in starting a small business?

I would tell anyone beginning in the Construction business to network, network, network!

Five Questions with Zest, LLC

1. When was Zest, LLC formed?

Zest, LLC was founded in 2012 and is headquartered in Greenbelt, MD.

2. Describe your service offerings and primary customers.

Zest, LLC offers a full suite of engineering and design services. Our services include the following:

- *SWM design, review, and inspection including GI, ESD, BMP, LID*
- *Drainage design, review, and inspection*
- *Erosion and sediment control design, review, and inspection*
- *H&H analysis and modeling with GISHydro, TR20, TR55, HEC-RAS, SWMM*
- *FEMA, State, and County floodplain management and modeling (LOMR and CLOMR)*
- *Stream restoration design, review, and inspection*
- *Water and sewer design, review, and inspection*
- *Bridge and culvert hydraulics, scour analysis*
- *Dam breach analysis*
- *River and open channel dynamics analysis and modeling*
- *Comprehensive NPDES/TMDL MS4 program support*



Xiaodong Zhang, President, Zest, LLC

- *Environmental engineering*
- *Permitting including MDE JPA, SWM, NPDES, E&Sc*
- *Peer review*
- *Constructability review*
- *Inspections*

Our primary customers include the Baltimore City DPW, Baltimore City DOT, MDOT SHA, Prince George's County DPW&T, Prince George's County DPIE, Prince George's County DOE, PEPCO, Washington Gas Company, PG County Public Schools, and Amazon.

3. What support is your firm currently providing Baltimore City?

We are currently providing SWM, water and sewer modeling for DPW and erosion and sediment control design, SWM design and permitting for Baltimore City DPW and DOT through multiple contracts.

4. What types of licenses, training and certifications are necessary to help your firm remain competitive?

Besides staying current on our Professional Engineer license, we maintain the following certifications and trainings: CFM Certified Floodplain Manager, P.G. Professional Geologist, OSHA 10-hour training, OSHA 40 hours hazardous waste operations and emergency response training and EPA NPDES Writers 40 hours training.

5. What was the most valuable aspect of the DPW Small Business Development Program?

We actually benefited from all the training sessions and particularly found the networking to be an extremely valuable aspect of the program.



SBDP Graduates Working Together

The DPW Small Business Development Program is committed to fostering teaming and collaboration of participant firms. We want to give a shout out to the B&B Partnership Initiative who subcontracted to Seal Tight Plumbing on a recent opportunity.



From left to right, Priscilla Brown-B&B, Deena Joyce-Baltimore OBC, Troy Brooks-Seal Tight Plumbing, Chris Bowens-B&B.

DPW To Launch New Baltimore Water Infrastructure Strategic Education Program

In keeping with DPW's commitment of creating career opportunities for Baltimore youth, DPW developed the Baltimore Water Infrastructure Strategic Education Program, also known as B'More WISE.

B'More WISE will provide technical training to individuals interested in careers in the water and wastewater industry.

Targeted participants are high school students, recent high school graduates, Baltimore returning citizens and those who experienced job loss due to COVID-19.

B'More WISE will develop a pipeline of well-trained personnel who can successfully backfill critical positions vacated by DPW's retiring workforce in addition to obtaining employment with private sector partners.

"We are excited about generating interest in career opportunities within DPW and equipping citizens with the technical skills they can apply in DPW and other workplaces," stated B'More WISE Program Director Ramona Harry.

B'MORE WISE PROGRAM KEY ELEMENTS

- Program Start: July 2022 (projected)
- Program Duration – 3 years for high school students over the summer break and 6 Months for Adult Continuing Education
- Targeted Individuals/Trainees – Baltimore City High School Students. Program begins the summer before their sophomore year. Continuing Education – Referrals from our Non-Profit Partners
- Types of Training Opportunities – Public Works Inspectors and Water and Wastewater Operators
- How to Participate – High school students are referred through the BCPS Apprenticeship Program, Continuing Education students are referred through Park Heights Renaissance and ROCA