



February 2019 Newsletter

Promoting the growth, prosperity and participation of Hispanic Commercial Contractors in commercial and government procurement contracts through education, training and guidance.



February was a planning month for AHCC. AHCC is happy to report that our Advisory Board Meeting was extremely well attended by notable industry leaders. It was held at the Engineer's Club of Baltimore on Tuesday, February 28th. A summary of the highlights are outlined below.

Carlos Cisneros, Senior Project Manager at The Whiting Turner Contracting Company, a Gold Corporate Partner of AHCC, suggested that AHCC needs to offer training for project managers and field leaders, such as superintendents and foreman. Jackie Siejack, Territorial Account Executive of Chesapeake Employers Insurance, a Platinum Corporate Partner, Stanley Black and Decker, a Bronze Corporate Partner, and the upcoming, soon to be scheduled live webinars on scheduling, cost management and controls hosted by K2 Consulting, will create the synergy of success for this effort. We should be able to schedule such lunch and learn training sessions starting in May, if not sooner.

Robert Newman, Senior Director of Cross Business Development and Katia Calazans Reis, Human Resources Manager of Stanley, Black and Decker graciously increased their support of AHCC and are ready to start planning our next annual interactive training and exhibit event slated for September. Frank Kelly, Manager of Diverse Business Empowerment at BGE, offered his continued support of the event and AHCC, as well as Courtney DeRamus, Program Manager for Financial Literacy through Wells Fargo at Work®, a Platinum Corporate Partner.

Walkira Pool of Centro de Apoyo Familiar, an AHCC Partner, was excited to carry back the meeting's positive energy to her members and work to establish more training events with AHCC. We truly welcome that involvement. AHCC will be following up with Courtney Deramus of Wells Fargo Bank to provide a presentation in partnership with Walkira on "Wells Fargo Works for Small Business® (wellsfargoworks.com), a cutting-edge delivery platform to help small businesses manage through their business lifecycle.

Tracie Watkins-Rhodes, Director of Administration and Coordination of Minority & Small Business Programs at Maryland Department of Transportation and an AHCC Bronze Partner, was happy with the success AHCC had in leading the first MBE certification class in Spanish. We are excited about the

prospects of re-engaging with MDOT soon, and with AHCC Partner Cely Argueta of BNG Consulting's certification services, AHCC can provide broader services to those seeking MBE certification.

Gail Bassette, Executive Director at Minority Business Development Agency – U.S. Department of Commerce, who represented Sharon Pinder's Capital Region Supplier Development Council, an AHCC Partner (the entity that annually hosts MD Top 100 MBE firms), is excited to take our mission outside the Mid-Atlantic area and work to introduce AHCC members to potential teaming and joint venture partners, partners that provide not only a path for growth and profitability, but mentoring as well.

Kyle Bayliss, Regional Director of Maryland Small Business Development Center, reconfirmed SBDC's support of AHCC as a Partner. We will continue to promote our efforts, sharing events and training focused on helping Hispanic Commercial Contractors.

Another Partner, Susana Marino, President of the Northern Virginia Hispanic Chamber of Commerce confirmed her continued support in helping AHCC members increase their opportunities for bidding. She is hosting several events which are showcased in this newsletter under Upcoming Events.

Amie Long, Human resource Director of Chaney Enterprises is looking forward to engaging more with AHCC to help support the Hispanic Construction communities via their supply chain services. Chaney Enterprises supplies ready-mix concrete, sand, gravel, stone and many other constructions supplies and offers scholarships to Anne Arundel Community College, College of Southern Maryland, Virginia Tech, and Howard County Community College. Chaney Enterprises' support of AHCC will help drive our advocacy in education and training. Our AHCC Foundation, a non-profit organization, was founded to aid in education expense through scholarships and reduced training session costs for our members.

William (Bill) Villanueva, Deputy Director of Office of Fair Practices of Maryland Aviation Authority, spoke about their new Mentor-Protégé program that was publicly launched on February 20, 2019 at the Observation Gallery at BWI Airport. Karen Barbour, representing AHCC, was invited to attend. While the program was launched to first assist the engineering trade, Bill confirmed that the program will soon be expanded to construction and service trades, too.

Roger Campos, Assistant Secretary of Department of Housing for the State of MD, wants to partner and share upcoming events and construction projects with our members. We will be promoting some upcoming event very soon.

Several of our key presenters attended, such as Tracy Steedman, Esq., Alan Paquette of Construction Analytix, LLC, Carrie Ann Williams of Andana Consulting, LLC, and Mark Ramina and Jaime Brennan of Ramina CPAs, all of whom said that are happy to present again to our members on contract negotiations, Procure, claims management, best proposal practices, tax updates, construction accounting, and more. Check out Carrie Ann's webinar that we are hosting on March 20th under Upcoming Events.

New attendees to AHCC Advisory Board meeting were Chuck Martin, M&T Bank's Administrative Vice President and Regional Community Reinvestment Office, and Damion Fennoy, Director of Construction at Maryland Live! Casino + Hotel. Both Chuck and Damion are looking to further expand their advocacy in the Hispanic Community and will hopefully become future partners of AHCC. We are honored to have peaked their interests.

AHCC requested a few members to attend to share their viewpoints of AHCC and member benefits. Our newest member, Jose Ortiz, President of Allstate Floors, was happy to report that the press release AHCC issued concerning stalled payments by the general contractor for the Live! Hotel project won the support of the Maryland Live! Casino + Hotel, the project owner, who has built a brand on being strong advocates for local communities and for the minority and small business contractors that work on their projects. Allstate Floors was owed approximately \$1.7 million by the general contractor and recently received satisfactory payment by Maryland Live! Hotel. AHCC is proud that our professional involvement prompted a win for both parties and truly demonstrates that Maryland Live! Casino + Hotel is a consciously caring project owner, driving success for Maryland small businesses.

Antonio Villanueva, President of Global HVAC, our first member, introduced to AHCC by Cely Argueta, an AHCC Partner, stated that AHCC gave him the platform and case management support he needed to successfully springboard his company from \$82,000 in sales to nearly \$10,000,000 in sales since its inception five years ago. Getting past the \$1 million mark requires bonding, CPA statements, bank lines of credit, strong internal cost controls, strong executive and field leadership and more. AHCC provided Global HVAC key introductions to its vast financial network and helped negotiate contracts with large general contractors, making sure Global HVAC received favorable and fair terms. Antonio stated that AHCC gave him the support at every turn and helped him stay profitable during his company's growth.

Jared Laws, Director of Marketing at Dream Management, Inc, and an AHCC member, stressed the importance of how AHCC has helped his company navigate the legislative process, introducing his company to lobbyists, such as Bellamy & Genn Group, LLC. Sarah Peters of Bellamy & Genn is

working with Dream Management to help them get a bill introduced in the Senate and House, SB 832 and HB 554 entitled, "MTA – Limits of Liability," passed into law. AHCC issued a press release and letters of testimony in support of these two bills. Any company that contracts with the MTA is required to hold a \$5 million insurance policy, a policy limit out of reach for many MBE and small businesses. Jared stated that an amendment was proposed to increase the insurance limit to \$2 million for all transportation contracts. We are supportive of the amendment and see this as a great first start. It certainly promotes Governor Hogan's slogan that Maryland is Open for Business. Well done Dream Management!

Last not but least, Evelyn Rodriguez, Vice President of Triple R Construction, a guest of The Barbour Group, LLC and Nilson Canenguez, President of Quality Construction Logistics, a guest of Susana Marino, President of Northern Virginia Hispanic Chamber of Commerce, reiterated the difficulties in reaching the right person at large general construction firms. It certainly was beneficial to have Carlos Cisneros in the room. Nilson didn't have to travel far to meet a key leader at Whiting-Turner!

Whiting Turner is having their "Getting Down to Business" on Tuesday, March 5th where key project managers will be there to showcase upcoming and current contracts and the trades they need for successful completion. See Upcoming Events for more information. AHCC can help our members get introduced to key construction leaders within large firms. We will soon be meeting Nilson to develop a good strategy for success. AHCC is willing and ready to help!

(Invited guests Wayne Frazier, Sr. President of MWMCA, Luis Borunda, Deputy Secretary of State (MD), Lorenzo Bellamy, of Bellamy & Genn, Group, and Tim Butera of K2 Consulting were unable to make the meeting.)



WEBINAR Pricing FOR THE WIN – March 20th, 2019, 7:30 am to 9:30 am – [Click here for more details and to register](#)

Whiting-Turner's Getting Down to Business

Date/Time: *Thursday, February 21, 2018 from 8:00 a.m. until 10:00 a.m.*

Location: **War Memorial Building** - right across from City Hall (to the east). The address is 101 N. Gay Street, Baltimore, MD. 21202. We will be in the Paul C. Wolman Assembly Hall located on the first floor.

Parking is available in any nearby garage or on the street.

Northern Virginia Hispanic Chamber of Commerce

April 25, 2019 - Government Contracting Seminar with credit hours certification on OTA –

Other Transactional Authority, which includes Michael W. Derrios, currently serving as Senior Procurement Executive and Head of Contracting for The United States Coast Guard.

This seminar can be completed face to face and online. See flyer for those of you who want to attend as OTA is a hot topic in Government Contracting. The Early Bird pricing ends this Friday March 1st.

Other Transactional Authority (OTA) Seminar 2019

FEATURED SPEAKERS



Michael W. Derrios
• Invited
Head of Contracting
U.S. Coast Guard



ROBERT STEWART
Director
FederalGov
Experts



Angel Diaz
CEO
ADS Federal



SUSANA MARINO
NOVA Hispanic Chamber
of Commerce

TIME: 2PM-6PM
DATE: 04/25/2019

**CGI Federal Innovation Center
Arlington, Virginia**

Defense Contractors, especially new to the federal space, should be on the lookout for streamlined OTA procedures to pursue research development and prototype opportunities in the federal marketplace.

Participants will receive a certificate of completion with 3 CEUs toward PMP, Contracting Certification for their workforce continuous improvement credits.

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www.novahispanicchamber.com/events

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For more information and details, you can access the full description at
www.novahispanicchamber.com/events

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¡AGRADECEMOS A NUESTROS PATROCINADORES!



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