



**HAPPY HOLIDAYS**



## **November 2019 Newsletter**

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

[www.ahcc-midatlantic.org](http://www.ahcc-midatlantic.org)



DECEMBER 5TH, 2019

## New Hire Orientation and Construction Site Safety Training

Our Platinum Corporate Alliance Partner, Chesapeake Employers Insurance is hosting an event for AHCC. It's a two party series. Part 1: Learn how to prepare a New Hire Safety Orientation to better equip your business and to protect your employees. Part 2: How to best ensure safety on the construction site using state-of-the art virtual reality equipment. Participants will work together to identify common site hazards and how to correct them.

The date for Part 1 is December 5th from 7:30 am to 9:30 am at PSA Insurance & Financial Services, 11311 McCormick Rd, 5th Floor, Hunt Valley MD 21031.

IT'S FREE BUT YOU MUST REGISTER - [HERE](#)

## AHCC'S HOLIDAY PARTY - DECEMBER 10TH

[REGISTER HERE](#)

Our holiday party is a time to celebrate another year together and to help raise funds to support our scholarship fund.

Tuesday, December 10th from 6-10 pm at the Engineers Club of Baltimore

Tickets include gourmet appetizers and dinner, full open bar, DJ and VALET PARKING!  
Entertainment includes a Flamenco dancer!!

Cost: Members \$75, Guests \$100

THANK YOU TO YOUR SPONSORS

EVENT SPONSOR - THE BARBOUR GROUP, LLC

VALET SPONSOR - GLOBAL HVAC, LLC

VALET SPONSOR - PSA FINANCIAL - GLEN ROCK INSURANCE

BAR SPONSOR - GLOBAL HVAC, LLC

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MUSIC SPONSOR - MARYLAND DEPARTMENT OF TRANSPORTATION

MUSIC SPONSOR - WHITING TURNER CONTRACTING COMPANY

CHAMPAGNE TOAST SPONSOR - DREAM MANAGEMENT, LLC



REMAINING SPONSORSHIPS :

TWO EVENT SPONSORSHIPS - INCLUDES SIGNAGE, EXHIBIT BOOTH, THREE TICKETS, AND FIVE MINUTE PRESENTATION

ONE CHAMPAGNE TOAST SPONSORSHIP - INCLUDES ONE TICKET AND OPPORTUNITY TO PRESENT THE TOAST.





We partnered with CAF, Centro de Apoyo Familiar, to bring a sought after presentation by the SBDC at University of Maryland. The only state-wide program that provides world- class executive coaching exclusively to CEOs of independently owned businesses. Russ Teter is a Certified Business Value Builder (CVB), Certified TechVenture Facilitator and Director of Training for SBDC at University of Maryland. He is also a U.S SBA Small Business Person of the Year Award Winner (MD). Russ presented on how to:

- Identify specific contracting targets for the next 12 months
- Accelerate the conversion of procurement opportunities
- Build Capacity to Accelerate from Sub to Prime
- Develop expertise in conducting strategic analysis in contracting opportunities
- Create a structured approach for each opportunity and identify strategic priority to be undertaken in the next 12 months to build profitability.
- Secure the necessary financing and bonding to grow



This free event was held on November 7th from 6:00 pm to 9:00 pm at 6801 Riverdale Avenue, Suite 110, Riverdale, MD



THANK YOU WALKIRIA POOL AND RUSS TETER FOR THIS VERY ENRICHING EVENT  
AHCC APPRECIATES OUR PARTNERSHIP!





**Application Assistance Workshop  
for MBE / DBE / ACDBE / SBE  
Certification in SPANISH ONLY**

Maryland Department of Transportation's (MDOT) Office of Small and Minority Business Policy has re-engaged AHCC to present in SPANISH ONLY their Application Workshop for businesses interested in Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE), and Airport Concession Disadvantaged Enterprise (ACDBE) certifications. Learn the benefits of certification, the application process, eligibility standards, as well as business development and marketing tips. You will also have the opportunity to meet with a certification officer one-to-one to ask questions that relate specifically to your business. Our first session took place on November 18th. Below are some pictures of Vanessa Lopez in action. Our next session is on February 19, 2020. Ruth Chavez from the Small Business Development Center (SBDC) will be our special guest speaker.

**IT'S FREE BUT YOU MUST REGISTER - [HERE](#)**



THANK YOU TO  
OUR GENEROUS  
PARTNERS!  
¡AGRADECEMOS  
PATROCINADORES!



Understanding what's important®

