



## **October 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)

A BIG THANK YOU TO ROBERT NEWMAN AND GABRIEL COLON OF STANLEY BLACK & DECKER AND ALL OUR EXHIBITORS AND ATTENDEES FOR YOUR SUPPORT IN MAKING TOOL SAFETY & TRAINING SESSION +EXPO A SUCCESSFUL AND REWARDING EVENT YET AGAIN!



Our Tool Safety & Training Session + EXPO event with the Hispanic Latino Network of Stanley, Black and Decker at Stanley, Black & Decker's Global Training Facility in Towson, Maryland took place on Friday, October 25th from 7:30 am to 11:30 am. Stanley Black and Decker spared no expense, bringing in THREE of their TOP REGIONAL DISTRIBUTOR PARTNERS TO EXTEND EXCLUSIVE BUY OPPORTUNITIES and KEY LEADERS AND TRAINERS TO PROVIDE EXPERT ADVICE and OSHA Table 1 Compliant Training. Thank you again to all our exhibitors below for supporting our event. Please click [HERE](#) to see **pictures** of the event. Thank you again Stanley Black and Decker for the tool giveaways and breakfast!

OUR EXHIBITORS:





We are partnering with CAF, Centro de Apoyo Familiar, to bring you a sought-after presentation coming from 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 will be presenting 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



The event is on November 7th from 6:00 pm to 9:00 pm at 6801 Riverdale Avenue, Suite 110, Riverdale, MD. Light refreshments will be served.

IT'S FREE BUT YOU MUST REGISTER  
ALL ARE WELCOME



**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), & 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. We have two sessions for you: November 18th, 2019 and February 19th, 2020 (10:00 am to 1:00 pm).



IT'S FREE BUT YOU MUST REGISTER - HERE  
ALL ARE WELCOME

## 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-part 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  
ALL ARE WELCOME

SAVE THE DATE - DECEMBER 10TH FOR OUR HOLIDAY PARTY



[REGISTER HERE](#)

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

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!

Cost: Members \$75, Guests \$100

WE NEED SPONSORS

Bar Sponsors: \$500 - 2 Available

Valet Sponsor: \$500 - 2 Available

DJ /Music Sponsor: \$250- 2 Available Event

Sponsor: \$1000 - 3 Available Champagne

Toast Sponsor: \$350- 2 Available

THANK YOU TO  
OUR GENEROUS  
PARTNERS!  
¡AGRADECEMOS  
PATROCINADORES!

