



WISHES YOU A HAPPY



September 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

While the celebration for National Hispanic Month continues, we at AHCC have been busy planning our end of year events. Please register and attend these free networking and training events thanks to the generosity of our Capital Alliance Partners! See below for all our upcoming events. Don't forget to check out our Holiday Party, too. Reduced cost for members.



STANLEY BLACK & DECKER TOOL TRAINING & SAFETY SESSION + EXPO 

We are excited to host with the Hispanic Latino Network of Stanley, Black and Decker another Tool Safety & Training Session + EXPO at Stanley, Black & Decker's Global Training Facility in Towson, Maryland, Friday, October 25th from 7:00 am to 12:30 pm. Stanley Black and Decker is bringing in THREE of their TOP REGIONAL DISTRIBUTOR PARTNERS TO EXTEND EXCLUSIVE BUY OPPORTUNITIES THAT WILL EXCEED WHAT YOU CAN GET AT LOWES/HOME DEPOT WITH YOUR CONTRACTOR'S DISCOUNT. So, come and grind the day away with us, nail down your tool talents and get sharpened on OSHA Table 1 Compliant Regulations, too. Come and network and meet our exhibitors. Free tool giveaways and breakfast is on us!

OUR EXHIBITORS:



IT'S FREE BUT YOU MUST REGISTER - HERE
ALL OUR WELCOMED



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 in 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 WELCOMED



**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 and February 19th (10:00 am to 1:00 pm)



IT'S FREE BUT YOU MUST REGISTER - HERE
ALL OUR 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 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
ALL OUR WELCOMED

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

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