



July-Aguust 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

IMPORTANT UPDATES

Welcome new Broze Corporate Alliance Partner, M&T Bank. We are very happy to have you board supporting our mission. Thank you!



AND

Thank you, too, MDOT for renewing your Bronze Partnership. We look forward to presenting at MDOT's upcoming certification workshops - see upcoming events section for more details.



past events

Event Pictures of our Find & Convert More Contracting Opportunities - August 16th



On August 16th, AHCC hosted with Small Business Development Center's Certified Business Value Builder and TechVenture Facilitator and Director of Training, Russell Teter at PSA Insurance offices in Hunt Valley, Md. Russ provided best practices to help:

- 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

Assisting Russ with bonding and banking was Karen Barbour, The Barbour Group, LLC and Detra Miller, M&T Bank. Randall Singer and LeeAnn Anderson of PSA Financial presented on how, from a human resource standpoint, to bring to light best practices in honing your core team. Thank you, Eduardo Hayden, Small Business Outreach Manager for the Governor's Office of Minority Affairs, for briefing us on the upcoming education and training sessions and events, as well as how to best explore procurement opportunities within the State of Maryland. To find out more, go to <https://goma.maryland.gov/Pages/events.aspx>. Their next Ready, Set, Grow event is October 18th.

A special thank you to PSA Financial for offering up classroom space for our event!

On August 21 - 24, 2019, Karen Barbour showcased AHCC at the AMAC (Airport Minority Advisory Council) Conference in California. Several airports, including BWI, Detroit, Tampa, Nashville, and LAX expressed interest on our education and training efforts and on our upcoming event with Stanley, Black and Decker. They all took note of our Corporate Alliance Partners, as well. Soon, we hope to get a seat at the table and weigh in better on procurement issues. It was great to be positioned next to and near Hensel Phelps and Metro Nashville Airport Authority. All costs associated with this event were paid for by The Barbour Group, LLC.



We are excited to host with 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.

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

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.

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We will soon update you on our upcoming webinars and event information for our Holiday Party.

THANK YOU TO OUR GENEROUS PARTNERS!
¡AGRADECEMOS A NUESTROS PATROCINADORES!

