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Greetings!

Welcome to Encouraging Business, a quarterly electronic news bulletin developed by the Department of Economic Development. Through this bulletin, the Department hopes to share useful information with the business community. Please e-mail us at info@ecalvert.com to let us know what is on your mind and how we might assist you and your business enterprise.

Last Chance to Participate in the 2009 Calvert County Business Survey

The Calvert County, Maryland, Department of Economic Development is conducting the 2009 Business Survey and seeks input from county business owners. The survey helps the Department learn more about county businesses, offers insight into business concerns and suggests steps that can be taken to provide assistance.



Data collected from the survey will be used to support local businesses and enhance the programs and services that are currently available. All responses are confidential and the survey only takes a few moments to complete. Final aggregate results will be made available to the public online in late winter 2010.

Any Calvert County business owner who wishes to complete the survey may do so online at www.ecalvert.com or by calling 410.535.4583 or 301.855.1880.

The deadline for completion is January 15, 2010.

TEDCO Offers Maryland Rural Business Innovation Initiative

The Maryland Rural Business Innovation Initiative (RBI²) is designed to enhance commercialization activities and provide technical and business assistance to small, early-stage technology-based companies in the rural areas of Maryland, as defined by the Rural Maryland Council.

Providing intense technical and general business assistance is a cornerstone of this program, connecting companies to business resources, federal laboratories and university research opportunities. The goal of the program is to help companies move to the next level of growth. Assistance is provided at no cost to the company.

The program is administered by the Maryland Technology Development Corporation (TEDCO), but unique to the program is the outreach nature of assistance. Field representatives are assigned to specific geographies within the rural designations. These localized RBI² field personnel are



About CCDED

The Department of Economic

Development provides a number of services and resources to support the growth and development of County businesses. Free business services include:

- online commercial real estate listings
- confidential in-house counseling
- online employment classifieds
- marketing assistance
- an ombudsman program
- training and educational seminars

The County offers an Incentive Loan Fund and Economic Development Loan Fund for well-qualified businesses and produces a number of publications including quarterly business newsletters, an annual Calendar of Events and Visitors Guide and the annual State of the Economy.

Additionally, the County's business retention program serves as a resource for local business owners to help them grow and succeed.

For information on the Calvert County, Maryland, Department of Economic Development and services available to assist County businesses, call

small business specialists who engage interested companies at their locations, and at their convenience. Business consulting and expert advice is ongoing, and this approach has proven to be an asset as the companies mature.

TEDCO's role is to be Maryland's leading source of funding for seed capital and entrepreneurial business assistance for the development, transfer and commercialization of technology. TEDCO was recognized as the most active seed/early-stage investor in the nation in the August 2008 issue of *Entrepreneur* magazine and received the national Excellence in Technology-Based Economic Development award from the State Science and Technology Institute (SSTI) for the Maryland Technology Transfer Commercialization Fund (MTTCF) program in October 2008.

The local RBI² representative for Southern Maryland (Calvert, Charles and St. Mary's counties) is:

Molly Chen

TEDCO Rural Business Innovation Initiative

mchen@pocmarketing.net

301.547.6996

To learn more about RBI² and TEDCO's other business assistance and funding programs, visit www.marylandtedco.org.

IRS Offers Updated Tax Guide Featuring Recovery Tax Breaks

Taxpayers can get the most out of new recovery tax breaks and get a jump on preparing their 2009 federal income tax returns by consulting a newly revised comprehensive tax guide now available on www.irs.gov.

Publication 17, Your Federal Income Tax, features details on taking advantage of new tax-saving opportunities, such as;

- Making work pay credit
- American opportunity credit for parents and college students
- Energy credits for homeowners going green
- First-time homebuyer credit
- Sales or excise tax deduction for new car buyers
- Expanded child tax credit
- Earned income tax credit for low- and moderate-income workers.

This useful 308-page guide also provides more than 6,000 interactive links to help taxpayers quickly get answers to their questions.

Those who do not have access to the Internet can call 1-800-TAX-FORM (829-3676) to request a free copy from the IRS.

Besides *Publication 17*, www.irs.gov offers many other helpful resources for those doing year-end tax planning. Many 2009 forms are already posted, and updated versions of other forms, instructions and publications are being posted almost daily.

In addition, the American Recovery and Reinvestment Act of 2009 Information Center features a variety of recovery-related videos, podcasts, tax tips and answers to frequently asked questions.

SBA and Dell Launch Free New Online Video

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mail to info@ecalvert.com
or visit our Web site at
www.ecalvert.com.

Series for Small Businesses

The U.S. Small Business Administration and Dell launched an online video series offering tools and strategies to help small business owners rebound from the economic recession and put themselves in a position to expand and create jobs.

U.S. Small Business Administration *Strategies for Growth: Advice for Expanding Your Business* includes real-world insight, solutions and advice from small business owners who've succeeded, in good and bad economic times. Additionally, the series draws on the expertise of counselors, policy makers and others for accessing resources and tools available to small business owners.



The *Strategies for Growth* video series highlights key topics that engage small business owners in issues critical to small business growth. These areas include Planning for Growth, Government Contracting, Team Building, Marketing, Technology, Exporting Opportunities and Disaster Recovery. Also featured is a Profiles of Success segment that spotlights two successful entrepreneurs. The *Strategies for Growth* video series also features a range of growing small businesses from across the country, including a design firm, a vegetarian restaurant and bakery and a green construction company.

The SBA provides free small business counseling and training through a variety of programs, services and resource partners located throughout country. Each of the business owners featured in *Strategies for Growth* benefited from a variety of training and resource tools offered by the SBA. *Strategies for Growth* is available on the SBA's Web site at <http://www.sba.gov/strategiesforgrowth> and on the SBA's YouTube channel at www.YouTube.com/sba. Each topic is indexed by subject and includes additional resources for entrepreneurs.

Workshop to Offer Help in Linking Farmers to Restaurants

In an effort to provide the freshest foods possible and reduce environmental impact, more restaurants than ever now offer locally grown foods to their customers. However, there are tricks and challenges to "going local," both for restaurateurs and farmers.

On Tuesday, January 12, 2010, at 2:30 p.m., the Calvert County Sustainable Agriculture Workgroup will offer a special workshop, "Calvert County Harvest Menus," to provide farmers and chefs with useful information on buying and serving local farm products.

The buyer from Restaurant Nora in Washington, D.C., will share her experiences in purchasing fresh, local products for the restaurant. In April 1999, Restaurant Nora became America's first certified organic restaurant, meaning that 95 percent or more of everything served is produced by certified organic growers and farmers who share Nora's commitment to sustainable agriculture. Nora offers seasonal, fresh organic food prepared in a healthy, balanced way so customers know that what's on their plate hasn't polluted the environment, is healthy and tastes good.



The "Calvert County Harvest Menus" workshop will be held at the Calvert Library at 850 Costley Way, Prince Frederick, Md. The workshop is free but preregistration is requested.

The Calvert County Sustainable Agriculture Workgroup is composed of

representatives from the Calvert County Department of Economic Development, the Soil Conservation District, the Maryland Cooperative Extension Service, the Calvert County Department of General Services, the Southern Maryland Agricultural Development Commission, the Calvert County office of the Maryland Health Department and the Calvert County Department of Planning and Zoning.

The purpose of the Workgroup is to facilitate revenue opportunities for farmers; facilitate market opportunities for farmers and consumers; help the community understand the importance of farming; and build a more sustainable community that is better insulated from price fluctuations and unsafe foods.

For more information on the Calvert County Sustainable Agriculture Workgroup or to register for this event, call Judy Trow at 410-535-1600, ext. 2340, or e-mail trowjl@co.cal.md.us.

Upcoming Events in Calvert County

With the holidays behind us and the cold, dark winter in full swing, families are eager to find relief from cabin fever. Calvert County has a number of solutions; attend one of these many special events guaranteed to blast the winter blahs.



Satisfaction - A Rolling Stones Experience

Friday, January 15, 2010

Calvert Marine Museum

Celebrate the world's greatest rock and roll band of all time at the Calvert Marine Museum indoor auditorium. Honoring the Rolling Stones and their legacy, A Rolling Stones Experience will host 7 p.m. and 9:30 p.m. performances. Fee. www.calvertmarinemuseum.com or 410.326.2042

MLK Days at Annmarie Garden

January 16-18, 2010 (10 a.m. - 5 p.m.)

Annmarie Garden Sculpture Park & Arts Center

Artful activities in honor of a dream. Drop in, no reservations required. www.annmariegarden.org or 410.326.4640

Chicken Noodle Soup Cook-off

Friday, January 22, 2010 (10 a.m.)

Southern Community Center

Please include your recipe with the delivery of your soup. Great prizes will be awarded to first, second and third place winners. For more information call 410.586.1101.

A Fashion Show - Project Runway

Friday, January 29, 2010 (7:15 p.m.)

Southern Community Center

So you've got New York City style and rock "hip-hop" fashion. This event is designed just for you! High school, middle school and college students - this is the event to show off your fabulous fashion sense. For more information call 410.586.1101.

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