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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.

SBA Announces Contracting Program for Women-Owned Small Businesses

Women-owned small businesses can begin taking steps to participate in a new federal contracting program. The Women-Owned Small Business (WOSB) Federal Contract Program will be fully implemented over the next several months, with the first contracts expected to be awarded by the fourth quarter of fiscal year 2011.

The WOSB Federal Contract Program will provide greater access to federal contracting opportunities for WOSBs and economically disadvantaged women-owned small businesses (EDWOSBs). The program allows contracting officers, for the first time, to set aside specific contracts for certified WOSBs and EDWOSBs and will help federal agencies achieve the existing statutory goal of five percent of federal contracting dollars being awarded to WOSBs.



On Feb. 4, 2011, SBA released instructions on how to participate in the program and launched the secure online data repository for WOSBs to upload required documents on its [Web site](#). SBA also released an application to become an SBA-approved third-party certifier for this program. SBA welcomes comments and

suggestions on this first version of the application.

Over the next several months, SBA is encouraging small business owners to review program requirements and ensure their required documents are uploaded to the repository. WOSBs also will need to update their status in

[Calvert County Tourism Information](#)



Tax Provisions in the Small Business Jobs Act of 2010

Several of the provisions are designed to encourage investment and provide access to capital for businesses. [Click here to access a list of those specific tax provisions now in effect.](#)

The Small Business Jobs Act (SBJA) of 2010 was enacted on September 27, 2010. The SBJA contains some tax provisions that take effect this year. Other tax provisions will be implemented during the next several years.

About CCDED

The Calvert County 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

the Central Contractor Registration (CCR) and the Online Representation and Certification Application (ORCA) to indicate to contracting officers that they are eligible to participate. The General Services Administration is currently updating these systems and they are expected to be completed in April, 2011.

Similarly, the WOSB rule in the Federal Acquisition Regulation (FAR), which is the companion to the SBA rule, is now going through final review and is expected to be issued by April. With these pieces in place, SBA expects to see the first contracts awarded through the program by the all-important fourth quarter, when the largest percent of federal contracts are awarded.

Every firm that wishes to participate in the WOSB program must meet the eligibility requirements and either self-certify or obtain third-party certification. At this time, SBA has not approved any third party-certifiers. Regardless of their certification method, WOSBs must also upload required documents proving their eligibility to a secure online data repository developed and maintained by SBA.

To qualify as a WOSB, a firm must be at least 51-percent owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens and the firm must be considered small according to SBA size standards. To be deemed "economically disadvantaged," a firm's owners must meet specific financial requirements set forth in the program regulations.

The WOSB Program identifies 83 four-digit North American Industry Classification Systems (NAICS) codes where WOSBs are underrepresented or substantially underrepresented. Contracting officers may set aside contracts in these industries if the contract can be awarded at a fair and reasonable price, the contracting officer has a reasonable expectation that two or more WOSBs or EDWOSBs will submit offers for the contract and the anticipated contract price is not greater than \$5 million for manufacturing contracts and \$3 million for other contracts.

[Visit the WOSB Web site](#) for more information on the Women-Owned Small Business Program or to access the instructions, applications or database.

Calvert County Department of Economic Development and Calvert Library Host Procurement Resource Day



Join the Calvert County Department of Economic Development and the Calvert Library for Procurement Resource Day scheduled for Friday, March 25, 2011, from 8:30 a.m. until 12 p.m. at the Calvert Library, Prince Frederick.

Howard McLain, Outreach & Training Coordinator with the Maryland Department of

- 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 410.535.4583, 800.331.9771 or 301.855.1880; send an e-mail to info@ecalvert.com or visit our Web site at www.ecalvert.com.

General Services, will be conducting an E-Maryland Marketplace Workshop from 9 until 11 a.m. Reservations are not required but seating is limited.

Learn about accessing the many resources available in the Procurement Resource area and more:

- Gain an understanding of the purchasing process
- Meet with a variety of procurement officials from local, state and federal levels
- Learn about upcoming bid opportunities
- Meet one-on-one with a variety of business resource organizations
- Network with other attendees
- Learn more about E-Maryland Marketplace

For more information contact Gypsy Stephenson, Business Retention Program Assistant with the Department of Economic Development, at 410.535.4583, 800.331.9771 or 301.855.1880.

State Funds Available for Employer-based Training and Certifications

The Maryland Department of Labor, Licensing and Regulation (DLLR) Division of Workforce Development offers a program to support existing Maryland businesses in the retention and growth of their workforces. The state has been awarded \$1 million of incentive grant funds under the Workforce Investment Act earmarked for training incumbent workers. The program encourages promotion, creates additional job opportunities and improves worker retention by increasing the skill level of the existing workforce.

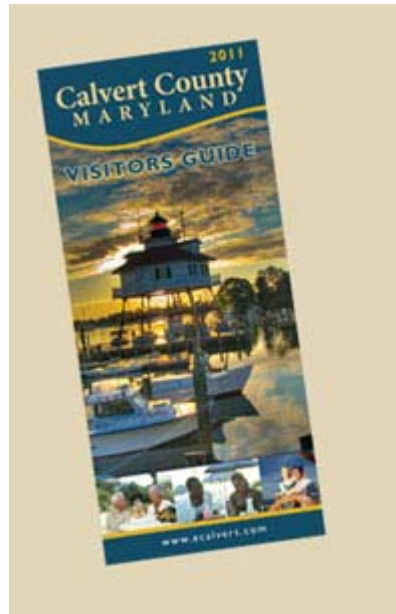
The employer-based training projects are targeted for small businesses, the healthcare industry and specific demand occupations requiring a dollar-for-dollar match from the employer. Demand occupations include: healthcare, manufacturing, aerospace, bioscience, construction, education, retail, finance/insurance, hospitality/tourism, information technology, professional/business services, transportation/warehousing industries and any green industry/occupation.



For more information and eligibility contact Ruth Davis, Business Service Representative for Calvert County, Tri-County Council for Southern Maryland, at 240.412.3602 or e-mail rdavis@tccsmd.org.

Hot off the Press: Calvert County's 2011 Visitors Guide

The Department of Economic Development is pleased to announce that the 2011 Calvert County Visitors Guide is now available. The Visitors Guide contains information on shopping, restaurants and county visitor attractions like Breezy Point Beach & Campground, Annmarie Garden, Calvert Marine



Museum, Jefferson Patterson Park & Museum, historic churches, five local wineries and many other places of interest.

The guide also features contact information and details on charter boating, marinas, boat ramps, campgrounds, golf courses, accommodations and biking/hiking trails as well as a listing of major events throughout the year.

To receive a free copy of the 2011 Visitors Guide or for more information on attractions and events, please contact Joyce Baki at 410-535-4583, ext. 2486 or Ronda Ward at ext. 2645.

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