

# Encouraging Business

## Calvert County, Maryland

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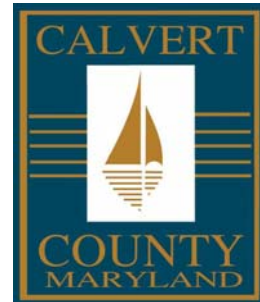
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### Quick Links

- Calvert County Department of Economic Development (CCDED)
- More House for Less - House Keys for Employees
- Maryland Department of Business and Economic Development (DBED)
- Maryland Technology Development Corporation
- Small Business Development Center (SBDC)
- Calvert Tourism Information
- Patuxent Business Park

### Welcome

Welcome to Encouraging Business, a quarterly electronic news bulletin developed by the Calvert County Department of Economic Development. As the Department learns of information that might be useful to the business community, we will use this bulletin as a vehicle to forward information to you. We hope that you find these bulletins useful. Please e-mail us at [info@ecalvert.com](mailto:info@ecalvert.com) to let us know what is on your mind and how we might assist you and your business enterprise.



### ● 5 Tips on Empowering Your Employees

- Organize an orientation session; answer the most frequently asked questions and walk employees through solving problems common to your business.
- Provide employees with the history behind procedures and policies. Background is essential for good decision making.
- Furnish the necessary resources. Whether it is a list of your contacts or where to find appropriate forms, give your employees the opportunity to succeed.
- Teach employees where to turn when they can't solve a problem; always going to the president should not be the solution.
- Learn to delegate. Delegating tasks will build confidence and teach employees the necessary steps to follow in your business.

*Brought to you by SCORE "Counselors to America's Small Business."*

### ● Calvert County Business Appreciation Week 2007



The Calvert County Department of Economic Development is pleased to report that Business Appreciation Week 2007 was a big success! The variety of outreach activities and educational events during the week of May 7-11, 2007, offered an excellent opportunity for County government to reach out to the business community, learn more about the challenges and successes of our local economy and educate our citizens about the good work and economic contributions being made by local businesses.

The special week featured an evening kick-off reception held at Fridays Creek Winery in Owings, several networking events, informative workshops as well as personal

Ambassador visits with County business owners by each member of the Board of County Commissioners.

Throughout the week, the local business community provided many positive comments including the ease of dealing with government agencies, the County's smart growth initiatives and desire to preserve Calvert County's unique quality of life. Some of the overall concerns and challenges voiced by local companies included workforce housing, staffing, marketing assistance and specialized labor training and assistance with issues relating to government regulations.

As a follow-up to Business Appreciation Week activities, the Department of Economic Development will continue to work with the businesses visited and other resource partners throughout the year to craft solutions to the major issues and challenges facing the local business community.

Several partner organizations also came together to help make the week a success by providing valuable information and resources to Calvert County's business community. They include the Maryland Procurement Technical Assistance Program, Small Business Development Center, Maryland Department of Housing and Community Development and the Calvert County Chamber of Commerce.

A special thank you goes to the following companies and organizations for their support and generous sponsorship of BAW events:

- Platinum Sponsors: Constellation Energy and Dominion Cove Point
- Kick-Off Reception, sponsored by Comcast, Keep It Simple Computer Training and Royale Dining Services
- B2B Power Networking Session: Business Leaders and Legends Reception and Panel Discussion, sponsored by Concerned Black Women of Calvert County and Calvert County Minority Business Alliance
- Calvert County Chamber Business After Hours Mixer, hosted by Davis, Upton and Palumbo, LLC

For more 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; or send an e-mail to [info@ecalvert.com](mailto:info@ecalvert.com).

#### ● Did you know?



- **Maryland Business Works** is a workforce training grant program through the Maryland Department of Labor, Licensing and Regulation designed to assist Maryland businesses by providing financial assistance for training existing workers. Employers receive a 50% reimbursement of training costs for approved projects. For more information on this program, contact Rodney Giles, Business Services Representative, Southern Maryland Workforce Services at 301.645.8712 Ext. 313.

- The **Department of Economic Development Web site** [www.ecalvert.com](http://www.ecalvert.com) received 449,690 hits during the month of May 2007, which is the largest number of hits ever received during one month since the Web site was launched in March 1999.

- The Department of Economic Development offers **free on-line employment classifieds** to businesses located in Calvert County. For more information visit [www.ecalvert.com](http://www.ecalvert.com).

#### ● Calvert County's Farmers Hosting Seasonal Market in Prince Frederick

Calvert County's traditional farmers' market is back in business in the parking lot of the Prince Frederick Shopping Center. Offering a host of Southern Maryland produce, the market is open on Saturdays from 9:00 a.m. - 2:00 p.m. through the summer and fall growing seasons and offers farm-fresh products from White Oak Point Farm, Cox Farm and Goose Creek Farm, among others.



For more information, contact Tim Wallace of the Calvert County Farmers' Market Association at 443.532.7479.

For more information on Calvert County's agricultural community, visit [www.calvertag.com](http://www.calvertag.com), or contact the Calvert County, Md., Department of Economic Development at 410.535.4583, 800.331.9771 or 301.855.1880, via e-mail at [info@ecalvert.com](mailto:info@ecalvert.com), or on the Web at [www.ecalvert.com](http://www.ecalvert.com).

#### ● Department of Economic Development Seeks Input for 2008 Visitors Guide



The Calvert County Department of Economic Development is currently compiling information for the 2008 Calvert County Visitors Guide. Museums, dining and

shopping destinations, hotels, inns and recreational boating organizations with locations in Calvert County, Md., are welcomed to submit information for possible inclusion in the 2007 Guide, free of charge. Forms are available online at [www.ecalvert.com/content/visitorsguideforms/index.asp](http://www.ecalvert.com/content/visitorsguideforms/index.asp) or by calling 410.535.4583 or 800.331.9771. Sites that were included in last year's Visitors Guide are requested to submit a new form only if there are changes. New sites and those that wish to note changes should use the online form and fax it to the Department of Economic Development no later than September 1, 2007, at 410.535.4585. To view the 2007 Visitors Guide, visit online at [www.ecalvert.com/content/tourism/visitorsguide/index.asp](http://www.ecalvert.com/content/tourism/visitorsguide/index.asp).

Every effort will be made to include complete descriptions as possible for each listing, however, due to space limitations, the Department of Economic Development reserves the right to edit or omit listings as necessary.

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The DED continues to provide 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 and 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.

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