

# Encouraging Business

## Calvert County, Maryland

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### Sign Up

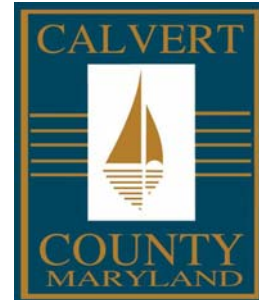
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### Quick Links

- Calvert County Department of Economic Development (CCDED)
- Maryland Procurement Technical Assistance Program (PTAP)
- Maryland Department of Business and Economic Development (DBED)
- Maryland Technology Development Corporation
- Small Business Development Center (SBDC)
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- 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 Hiring Smart

- Hire slowly. Be willing to invest time and energy in your hiring decisions.
- Be clear in your own mind what the job requires and measure candidates' qualifications against the requirements of the job.
- Consider how well a candidate will fit in with your corporate culture. Are her attitudes compatible? Is he cooperative?
- Narrow the pool to serious candidates. Ways of weeding out non-contenders include announcing that drug testing is required of all new employees or asking applicants to write a brief essay on why they want the job.
- Do brief phone interviews with 8 or 10 top candidates to reduce the pool further. Then do longer in-person interviews with two or three finalists.

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

### • Department of Economic Development Conducting 2007 Online Business Survey



The Calvert County, Maryland, Department of Economic Development is conducting the 2007 Business Survey and is seeking input from County business owners. The survey serves two primary purposes: first, it helps the Department of Economic Development learn more about County businesses in order to better serve them; second, it alerts the Department to growing needs and concerns of County businesses and suggests steps that can be taken to provide assistance.

The 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 and in the Department's newsletter.

Any Calvert County business owner wishing to complete this survey can do so online at [www.ecalvert.com](http://www.ecalvert.com) or by calling 410.535.4583 or 301.855.1880. **The deadline for completion is October 29, 2007.**

- **Did you know?**



- **The Gaylord National Resort & Convention Center on the Potomac** will host a **Vendor Fair on October 25, 2007 at 1:00 p.m.** The vendor fair will be held at the Prince George's Community College, Largo Student Center - Rennie Forum located at 301 Largo Road, Largo, Maryland 20774. Learn about the business alliance opportunities at Gaylord National Resort & Convention Center. Please RSVP to [rsvpgn@gaylordhotels.com](mailto:rsvpgn@gaylordhotels.com) with attendee name, company name, address and type of business (REQUIRED.) For more information visit [www.gaylordhotels.com](http://www.gaylordhotels.com)

- The Calvert County Healthcare Careers Partnership is hosting the **Third Annual Healthcare Workforce Summit "In the Year 2025: The Future of Healthcare."** on **Friday, October 26, 8:30am-11:30am** at the St. John Vianney Family Life Center in Prince Frederick, MD. The Summit is free but space is limited. Register by calling 410-414-4742.

- The **NAVAIR Small Business Conference** will be held **November 7-8** at the Holiday Inn Select Solomons Conference Center. To register and to view an abbreviated agenda, log on to [www.navair.navy.mil/osbp/atc](http://www.navair.navy.mil/osbp/atc). Topics include: NAVAIR's mission and vision, NAVAIR's Small Business Programs, the Small Business Innovation Research Program (SBIR), JSF opportunities for SBIRs, Seaport-e, and other timely topics.

- The Southern Maryland Small Business Development Center (SBDC) is hosting a **FREE Sunrise Seminar for Retailers** on Wednesday, **November 14, 2007 from 7:30am to 10:00am** at the Dunkirk Volunteer Fire Department located on Ward Road in Dunkirk. Casey Wilson, Maryland's SBDC Retail Industry Manager will discuss effective marketing and visual merchandising techniques and discuss practical tips for the upcoming holiday season. The cost is free but registration is required. Register by calling 301.934.7583.

- **Keep it Simple Computer Training** has just released their 2008 Schedule of Classes. For more information visit [www.keepitsimple.net](http://www.keepitsimple.net)

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

- **Calvert County recently welcomed two new hotels** to the business community. [Marriott SpringHill Suites](#) located in Prince Frederick, celebrated their grand opening September 25. The [Hilton Garden Inn](#) located in Solomons, celebrated their grand opening on October 2.

- **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.

- **Southern Maryland Transportation Needs Assessment - Your Input Is Needed**

The Tri-County Council (TCC) for Southern Maryland wants your input to help identify transportation system needs in St. Mary's, Calvert and Charles Counties by attending one of three scheduled Open Houses.

**Wednesday, October 24 - Charles County**

6:00pm-8:00 pm, Jaycees - Melissa Room  
3090 Crain Highway, Waldorf, MD 20601

**Thursday, October 25 - St. Mary's County**

6:00pm-8:00pm, Southern Maryland Higher Education Center - Central Hall  
44219 Airport Road, California, MD 20619

Attendees can come anytime during the open houses to help identify transportation goals, issues and needs in Southern Maryland. The study results will be used as a decision-making tool for planning, programming and funding transportation improvement projects throughout the region. Additional information is available in the transportation section of the TCC's Web site: [www.tccsmd.org](http://www.tccsmd.org)

For more information or to submit comments in writing, please contact Tony Chinyere, Tri-County Council for Southern Maryland, PO Box 745, Hughesville, MD 20637; Phone: 301-274-1922; Fax 301- 274-1924; e-mail: [achinyere@tccsmd.org](mailto:achinyere@tccsmd.org). Written comments should be received by November 16, 2007.

- **27th Annual Maryland Governor's Conference on Tourism, November 14-16, 2007**

## **Illuminating New Horizons**



**27th Annual  
Maryland Governor's  
Conference on Tourism**

Next month, Solomons will be overrun with experts, enthusiasts and professionals from the State's tourism and hospitality industries as the 27th Annual Governor's Conference on Tourism lands at the Holiday Inn Select. Conference organizers expect about 350 people to attend, including many dignitaries and elected officials from around Maryland. Governor Martin O'Malley and Lt. Governor Anthony Brown have been invited, in addition to representatives from the Maryland Office of Tourism and key members of the hospitality and tourism industries from around the State.

Erica Stone, tourism specialist, Department of Economic Development, explains the conference will provide an excellent opportunity to highlight the variety of tourist attractions and activities that abound in Calvert County. "I am thrilled that this important conference is coming to Calvert County," she said. "It will allow us to showcase the variety of tourist attractions, recreation spots, shops, hotels and restaurants that we offer. We hope to entice many of the conference attendees to add a few days to their stay and enjoy some of these sites."

For more information on the Calvert County, Maryland Department of Economic Development, visitor sites and attractions and the 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](mailto:info@ecalvert.com), or visit our Web site [www.ecalvert.com](http://www.ecalvert.com).

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.

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](mailto:info@ecalvert.com) or visit our Web site [www.ecalvert.com](http://www.ecalvert.com)

Calvert County Department of Economic Development

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