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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.

Business Tools for Tough Times



The Department of Economic Development introduces a new feature to the www.ecalvert.com Web site. The new section is called Business Tools for Tough Times and can be found at www.ecalvert.com/business/tools/index.asp.

With the help of the Calvert County Small Business Development Center counselor, Economic Development staff has compiled a number of free online resources that may help local businesses analyze their current business situation, conduct confidential check-ups and/or find information that can assist in getting their business back on track.

Information can be found on the following topics:

- o Free Online Business Resources
- o Tax Information
- o Energy Resources
- o Government Contracts and Certifications
- o Federal Stimulus Information
- o Workforce Resources
- o Continuity Planning

The goal of the Business Tools for Tough Times Web site supports ongoing economic development business retention efforts by providing an additional resource to meet the information and research needs of the local business community during these challenging economic times. While the Web site may not cover every possible business topic, it is dedicated to helping business owners by providing accurate and comprehensive information so they can make the best possible decisions for their businesses.

Contractors Sought for D.C. Wastewater Project

The District of Columbia Water and Sewer Authority (DC WASA) invites the business community to an industry outreach meeting to learn about contracting opportunities as part of its Combined Sewer Overflow Long Term Control Plan. Professional engineering and construction services will be needed for this major tunneling project in the Washington, D.C. region.

The outreach meeting will be held Friday, October 30 from 10 a.m. to 12

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 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.

p.m. at the DC WASA Central Operations Facility on the Blue Plains Advanced Wastewater Treatment Plant site. Space is limited and businesses are encouraged to make reservations by visiting www.responsetrack.net/dcwasa_outreach. For more information, call Melva Massey at 202-787-2363 or e-mail mmassey@dcwasa.com.

SBA Launches New Online Training Course Winning Federal Contracts: A Guide for Women Entrepreneurs

Women who own small businesses will be able to use a new online U.S. Small Business Administration training course to learn how to identify and take advantage of federal contracting opportunities. The new training course, *Winning Federal Contracts: A Guide for Women Entrepreneurs*, is part of an ongoing government-wide initiative to promote opportunities for women-owned businesses in the area of government contracting.

This free online tutorial is a practical and easy-to-use guide that walks women entrepreneurs through the contracting process. SBA is committed to ensuring that women-owned businesses receive at least 5 percent of federal contracts and believes better training opportunities are central to meeting this government-wide goal.

The SBA's Office of Women's Business Ownership oversees a national network of more than 100 Women's Business Centers (WBCs) that provide education and training to help women start and grow small businesses. In addition, the SBA has 68 district offices and other resource partners throughout the country available to train and counsel women entrepreneurs seeking government contracts.

The *Winning Federal Contracts* course is designed to help women entrepreneurs learn about the federal procurement process and prepare them to compete for contracting opportunities. The self-paced guide uses audio and script to provide information about contract rules, how to sell to the government and where to find contracts.

Winning Federal Contracts is available on SBA's Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. It is indexed by subject matter, and includes direct links to additional contracting resources.

SBA Proposes Revision of Size Standards To Expand Opportunities for Small Businesses

The U.S. Small Business Administration is proposing increases in the size definitions for three broad commercial sectors. The proposed increases cover size standards for 71 different types of businesses, two-thirds of them in retail trade sectors. The rest are in accommodations and food services and other services.

U.S. Small Business Administration



Your Small Business Resource

The changes, if adopted, will expand eligibility to small businesses and help them gain access to SBA's financial assistance, contracting and other programs. SBA recognizes that in some industries, existing size standards have been affected by changes in industry structure, market conditions and business models. SBA is therefore conducting a comprehensive review of all its small business size standards, and these three proposed rules are the first in the series. SBA is examining

every industry to ensure that existing size standards are based on current economic data and SBA will revise those standards as necessary. The newly proposed rules give the public an opportunity to review and comment on SBA's proposed standards as well as on the data and methodology that SBA uses to evaluate and revise size standards.

Before this comprehensive review, the last overall review of size standards occurred more than 25 years ago. Since then, most reviews of size standards have been limited to in-depth analyses of specific industries requested by the public and federal agencies. The SBA also makes periodic inflation adjustments to its dollar-denominated size standards. The latest inflation adjustment to size standards was published in the Federal Register on July 18, 2008.

Comments can be submitted on this proposed rule on or before Dec. 21, 2009, to www.regulations.gov, where they will be posted, or mailed to Khem R. Sharma, chief, Size Standards Division, 409 3rd St. SW, Mail Code 6530, Washington, DC 20416, or via e-mail at: sizestandards@sba.gov. For more information about SBA's revisions to its small business size standards, visit www.sba.gov/size and click on "What's New."

Department of Economic Development Seeks Input for 2010 Visitors Guide and Calendar of Events

The Department of Economic Development is currently compiling information for the 2010 Calvert County Visitors Guide and Calendar of Events.

The Visitors Guide section provides free promotion for museums, dining and shopping destinations, hotels, inns and recreational boating organizations with locations in Calvert County, Md. Forms are available by calling 410.535.4583 or 800.331.9771 or online at www.ecalvert.com/content/visitorsguideforms/index.asp.

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 November 15, 2009, at 410.535.4585.

The 2009 Visitors Guide is available online at www.ecalvert.com/content/tourism/visitorsguide.

Information for the 2010 Calvert County Calendar of Events is being gathered online at www.ecalvert.com. The online entry system allows organizations to update online listings throughout the year with the latest information.

Upcoming Calvert County Tourism Events

The Fabulous Thunderbirds

November 13, 2009

Calvert Marine Museum

Enjoy Texas-style blues and power rock sounds of The Fabulous Thunderbirds.

General admission \$45 (additional service fees apply). Doors open at 6 p.m. Show starts at 7:30 p.m. Beer, wine, soda and water available.

www.calvertmarinemuseum.com or 410-326-2042



WELCOME

Festival of Trees

November 27 - 29, 2009

Calvert Hospice

Huntingtown High School, Huntingtown, MD

Over 70 beautifully decorated trees. Preview gala, vendors, gift shop, entertainment, breakfast and lunch with Santa. www.calverthospice.org or 410-535-0892

Brightest Beacon on the Bay

November 29, 2009 - January 3, 2010 (Evenings)

Town of Chesapeake Beach

Join us at the Chesapeake Beach Town Hall for the official start of the holiday season when we magically light up the whole town. Every year there is a very special guest that comes to greet the children, so have your Christmas list handy! Then ride through town to enjoy the holiday sights, which will be displayed until the week after the New Year.

www.chesapeake-beach.md.us or 301-855-8398 or 410-257-2230

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