

# **Resources and Intermediaries to Help Find Minority-Owned, Women-Owned, and Local Business Enterprises**

*DRAFT Working Document*

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**Baltimore Integration**



**Partnership**

[www.baltimorepartnership.org](http://www.baltimorepartnership.org)

**Resources and Intermediaries to Help Find Local,  
Minority, and Women-Owned Business Enterprises**  
*Draft Working Document*  
**Updated May 2018**

This document contains brief summaries of 20 organizations, websites, and business directories that BIP partners, stakeholders, and staff have used to help identify local, minority, and women-owned businesses. Organizations include government agencies, nonprofits, and for-profit enterprises with Baltimore City or State of Maryland focused operations. The document is considered a working draft and will be updated as new organizations are identified.

The organizations and resources vary considerably. Some organizations charge fees for their services while others offer a free directory of businesses or have nonprofit or public missions focused on supporting and connecting businesses. The BIP makes no representation or warrantee as to the quality of programming or services but provides this information “as is” to support organizations in their efforts to advance economic inclusion strategies. It is impossible to capture all of the services, resources, and types of assistance that each organization can provide in a brief summary. Individuals looking for assistance in finding minority, women-owned, and local firms are encouraged to explore websites and initiate a conversation with staff from each organization to fully understand their capacities. Organizations are listed in alphabetical order. This is a draft working document and subject to further revisions.

This document serves to complement “Workforce Resources in Baltimore: An Employer’s Directory to Support Local Hiring” which features over 45 Baltimore focused Workforce Development Organizations. It was jointly published by the Baltimore Integration Partnership and Central Partnership to help employers find workforce partners to assist with local hiring strategies. It can be found at [www.baltimorepartnership.org](http://www.baltimorepartnership.org).



## Resources and Intermediaries

- 1) Associated Builders and Contractors (Nonprofit)

<http://www.abcbaltimore.org/>

Associated Builders and Contractors is a not-for-profit construction trade association working to promote the interests of merit shop contractors. With over 620 members, ABC Baltimore is the largest such organization in Maryland. Nationwide, ABC represents nearly 24,000 member firms in 70 chapters.

- 2) Baltimore City Mayor's Office of Minority and Women-Owned Business Development (Government)

<http://mwbd.baltimorecity.gov/>

MWBD serves as the City of Baltimore's primary advocate for small, local, minority and women-owned companies including prime contractors, subcontractors, and joint venture partners.

*\*Includes Baltimore City's directory of certified Minority and Women Owned Business Enterprises*

- 3) Baltimore City SourceLink (Quasi-Nonprofit/Government)

<http://www.baltimoresourcelink.com/>

Baltimore SourceLink connects a large network of nonprofit service providers offering a wide variety of business-building services for small businesses. We facilitate the linking of these resource organizations to one another and to established, emerging and startup small businesses throughout the region.

- 4) Baltimore Development Corporation (Quasi-Nonprofit/Government)

<http://baltimoredevelopment.com/>

The Baltimore Development Corporation (BDC) is a non-profit organization, which serves as the economic development agency for the City of Baltimore. Our mission is to retain and expand existing businesses, support cultural resources, and attract new opportunities that spur economic growth and help create jobs. BDC serves as a one-stop shop for anyone interested in opening, expanding or relocating a business in Baltimore City.

- 5) Capital Region Minority Supplier Development Council (Nonprofit)

<http://www.crmsdc.org/> <http://www.mbdadc.com/> <http://www.mbdafpc.com>

Established in 1972, The Capital Region Minority Supplier Development Council (CRMDSC) is one of 23 regional affiliates of the National Minority Supplier Development Council. Our mission is to connect our corporate members to competitively viable, certified minority businesses. CRMSDC also operates two U.S. Department of Commerce, Minority Business Development Agency (MBDA) Business Centers. The MBDA Business Center, Capital Region, helps minority-owned firms create jobs, compete in the global economy and grow their businesses; and we operate the nation's only MBDA Federal Procurement Center to assist MBEs in obtaining Federal contracts. CRMSDC is now

the region's only mega-center of economic development exclusively for minority businesses, offering MBEs the most comprehensive array of resources and services in the country.

6) Chambers of Commerce

a. Baltimore City Chamber of Commerce

<https://baltimorecitychamber.org/>

The Baltimore City Chamber of Commerce is an engine for business and economic development that promotes both members' and the City's core value propositions. Through events, education, networking, thought leadership, mentor programs and other initiatives, the Chamber fosters growth through collaboration, and empowers organizations of all sizes with the resources and guidance to realize their full potential.

b. Greater Baltimore Black Chamber of Commerce

<http://www.greaterbaltimorechamber.com/>

The GBBCC mission is to provide support and leadership for the growth and development of black owned and operated businesses and to advocate for economic empowerment in the African American Community in the Greater Metropolitan Area.

c. Greater Baltimore Regional Chapter of the Maryland Hispanic Chamber of Commerce

<http://www.maryland-hispanic-chamber-of-commerce.org/>

The mission of the Maryland Hispanic Chamber of Commerce is to promote the establishment, growth, prosperity, and retention of Hispanic businesses, and those entities, and persons that support them in the State of Maryland. The Baltimore Regional Chapter focuses on BAM! Program; advocating for the MDHCC's small and mid-sized members and mentors them towards increased business opportunities, facilitating connections between the MDHCC's larger corporate members and small to mid-size member businesses to provide access to better sub-contracting opportunities for participating members. Lastly, BAM matches business owners with seasoned MDHCC veterans and senior members for one-on-one mentoring, advocacy, and connections.

7) Cureate Connect (For Profit)

<https://connect.cureate.co/>

Cureate Connect is your local and regional boots-on-the-ground, discovering new businesses and sourcing new opportunities. Businesses both big and small save time and money by joining our community.

8) DPN Group (For Profit)

<https://www.dpngroupllc.net/>

DPN Group, LLC is a communication management consulting firm focusing on diversity & inclusion in

entrepreneurship and the workforce.

9) EBDI Local Vendor Directory (Nonprofit)

[http://www.ebdi.org/local\\_vendor\\_directory](http://www.ebdi.org/local_vendor_directory)

In an effort to promote the use of local, minority, and women owned firms in EBDI related projects, EBDI's Economic Inclusion Team has developed a Local Vendor Directory that Contractors, who are bidding on work in the EBDI footprint, can use as a resource to identify firms to help them meet EBDI's economic inclusion goals.

10) Foodify (For Profit)

<https://www.foodify.com/>

Foodify is a free, online food ordering service that enables customers to easily order food for their business meetings and events. The service helps users identify minority-owned, women-owned, and Baltimore City based businesses. We're the One Stop Shop for food ordering!

11) Greater Baltimore Committee (Nonprofit)

<https://gbc.org/>

The GBC is the leading business advocacy organization in the Greater Baltimore area. Representing more than 500 businesses, nonprofits, foundations, and leading educational and civic institutions, the GBC is an influential voice on matters of public policy, business issues, and promoting jobs and economic growth in the region and the state. The GBC hosts personal and professional development programs throughout the year that can assist minority, women-owned, and local business enterprises. In the fall of each year, the organization sponsors a Bridging the Gap Awards event recognizing successful minority and women-owned firms and strategic alliances among majority and minority and/or women-owned firms.

12) Humanim's City Seeds and School of Food (Nonprofit Social Enterprise)

[www.schooloffood.org](http://www.schooloffood.org)

School of Food is proud to be a Humanim Social Enterprise. We are passionate about growing Baltimore's local food economy through training, job creation and food business technical assistance. As a Baltimore-based 501(c)(3), we are committed to training and hiring community members with barriers to employment.

13) E-Maryland Market Place List of Registered Vendors (Government)

<http://procurement.maryland.gov/>

Maryland [agencies and higher education institutions] conducts the majority of its procurements through eMaryland Marketplace, the online procurement system that is a business tool to provide vendors with easy access to State procurement information.

14) Made in Baltimore (Government)

<http://madeinbaltimore.org/>

Made In Baltimore aims to spur re-investment in Baltimore City by growing the market for locally-produced goods. We do this by supporting local maker and manufacturers through our local-brand certification program, promotion and marketing events, and business development services.

15) Maryland Minority Contractor Association (Nonprofit)

<http://mmcainc.org/contractors/>

The Maryland Minority Contractors Association, Inc. is a non-profit Maryland corporation established in 1977, composed of minority and women business groups and individuals within the State of Maryland. Our mission is to provide assistance to minority and women owned businesses with respect to the development of their businesses, including, but not limited to, taking an active role in the review of legislation and programs that effect their well-being.

16) Maryland Washington Minority Companies Association (For Profit)

<http://www.mwmca.org/home>

Md. Washington Minority Companies Association (MWMCA), a minority-owned firm, is MBE certified by Baltimore City's Minority and Women's Business Opportunity Office (MWBOO) and MBE/DBE/SBE certified by Maryland Department of Transportation (MDOT). Since 2002, MWMCA has worked with both small and major prime businesses across all industries. Our services include: advocating for inclusion, event planning and logistic coordination, financing assistance, business introductory and marketing services, expert MBE/WBE/DBE certification assistance, business mediation, minority outreach services, advertising (through our website, e-alerts, and highly subscribed weekly e-newsletter), an online business directory for small businesses, and project compliance monitoring. MWMCA has a unique offering of services with one mission in mind, "Connecting Large & Small Businesses to Work Together."

17) State of Maryland Department of Transportation Office of Minority Business Enterprise (Government)

<http://www.mdot.maryland.gov/newMDOT/MBE/Index.html>

The Maryland Department of Transportation's Office of Minority Business Enterprise is Maryland's official certification agency for the Minority Business Enterprise (MBE) Program, the Disadvantaged Business Enterprise (DBE) Program, the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program, and Small Business Enterprise (SBE) Program. We ensure only bona fide MBE/DBE/ACDBE and SBE firms participate in our program through our comprehensive certification program.

*\*Includes the State of Maryland's directory of certified Minority Businesses Enterprises*

18) Will Holmes Consulting (For Profit)

<http://www.willholmesconsulting.com/>

WHC- Will Holmes Consulting is a MBE certified, business management and technology consulting firm with offices in Baltimore, Maryland and Los Angeles, California. We develop technology, training, marketing and business process solutions for government agencies, non-profit organizations, universities and new and growing companies in North America, Africa and Asia.