

Baltimore City HUBZone Workshop 1.0

Making Our Communities Great Through The HUBZone Program

May 29, 2019

Registration and Networking

Opening Ceremonies: **Lamont Norwood**, President of Strategic Government Solutions, LLC, Morgan State University

Keynote Address: Morgan State University and Baltimore City Government (**Invited**),

Break to attend breakout sessions

Educational Track

Presentation Track

Presentation: **HUBZone Contractor's Council (Part 1: Benefits)**

Presentation: **Dr. Jeanette Brown**, Former U.S. Environmental Protection Agency OSD/BU Director (**What Federal Agencies are looking for**)

Presentation **MD Procurement Technical Assistance Procurement (PTAC) (Part 2: Requirements)**

Roundtable Baltimore City HUBZone Success Stories: **Delmock Technologies, Inc. (DTI)**, 2 others **HUBZone Small Businesses**

Morgan State University

Mentor Matching Discussion

There will be 4 capability presentations by HUBZone small business firms

Break

There will be 4 capability presentations by HUBZone small business firms

Questions and Answers and Networking Closing

The Baltimore City HUBZone Workshop 1.0

The workshop will be a one-day event at Morgan State University that would target over 100 small businesses in Baltimore City that are in HUBZone geographical areas within the city. The event is a collaborative effort between Strategic Government Solutions, LLC and Morgan State University with assistance from the HUBZone Contractors National Council and Demlock Technologies, Inc.

The general objective of the workshop is to educate attendees about the HUBZone program, and to discuss how to do business with the Federal Government as a HUBZone small business. The workshop will begin at 9:00am and conclude at 12:00pm. There will be two (2) concurrent tracks, the first track will be educational in nature and will include noted speakers with expertise in Federal procurement and the HUBZone program. The second track will be held to accommodate a *Reverse Industry Day* for 8 Baltimore City HUBZone firms, the small businesses will present their capabilities to representatives from federal agencies, federal prime contractors, other small businesses and academia. The 8 small businesses selected to give capability presentations will be asked to informally mentor other non HUBZone small business attendees for a period of not limited to 60 days.

The event will have time allotted for all attendees to network where entrepreneurs, federal representatives and academia can meet to form business relationships and recognize and create business opportunities, share information and seek potential partners for future projects.