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BRIDGING THE GAP
Achievement Awards
Increasing Business Opportunities for Maryland
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www.baltimoredevelopment.com
MESSAGE FROM DON FRY.
The President & CEO of the Greater Baltimore Committee notes that Bridging the Gap Award winners demonstrate business entrepreneurship that propels our economy.

STRENGTHENING MINORITY AND WOMEN-OWNED BUSINESS.
Leveraging opportunity, vision and entrepreneurship into minority business growth.

ENTREPRENEURS IN ACTION.
Showcasing the winners of the 2013 Bridging the Gap Achievement Awards, celebrating their accomplishments.

RESOURCES FOR MINORITY BUSINESS.
A wide range of support for minority and women entrepreneurs exists in Maryland.
THE GAP
Greater Baltimore Committee
Achievement Awards

November 14, 2013 / The Grand Historic Venue

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191 Main Street
Annapolis, MD 21401
(410) 868-8820
Celebrating the business entrepreneurship that propels our economy

This special publication highlights the achievements of minority and women-owned businesses in the greater Baltimore region. I hope you enjoy reading about the accomplishments of the entrepreneurs profiled here and the drive with which they pursue their business visions.

The businesses featured here are winners of the Greater Baltimore Committee’s 2013 Bridging the Gap Achievement Awards, who were recognized at the GBC’s November awards ceremony. They are representative of the many successful entrepreneurs that help drive our region’s dynamic economy.

These noteworthy companies have achieved success across several different industries but all demonstrate a tireless work ethic that propels these companies to succeed. It is our privilege to recognize these winners as a way of honoring all of our region’s minority-owned and women-owned businesses that spark innovation, generate jobs and continue to advance the entrepreneurial spirit that is the hallmark of the American economy.

Also featured are majority-owned honorees that have developed strong business relationships with minority-owned firms and have strengthened their combined business competitiveness as a result. Majority firms that understand the benefit of embracing diversity as a business practice demonstrate the high value of partnering and collaborating with minority and women-owned businesses.

The Greater Baltimore Committee’s Bridging the Gap Initiative continues to strongly promote minority and women-owned business development in the region. The GBC looks forward to continuing our efforts, whether it is through promoting more robust supplier diversity initiatives or encouraging strategic alliances between minority and majority companies and firms. The health of our region’s economy is linked to the continued growth and success of minority and women-owned businesses. The GBC also honored, with President’s Awards, individuals who have been exceptional champions of minority and women-owned business development.

We applaud GBC members and the greater Baltimore business community for their continuing commitment to generating business opportunity for all.

Don Fry
President & CEO
Greater Baltimore Committee
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Bridging the Gap is an initiative of the Greater Baltimore Committee designed to advance the business culture of the region and state by fostering an atmosphere in which majority and minority and women-owned businesses can form mutually beneficial strategic partnerships. The initiative strives to provide businesses with the necessary tools and support to develop such collaborations and for minority and women entrepreneurs to leverage opportunity, vision and entrepreneurship to build successful businesses.

**THE GOALS OF THE INITIATIVE ARE TO:**

- **Nurture the creation of legacy wealth** among minority and women-owned businesses (MWBEs) by broadening business prospects that are available to them.
- **Communicate the business case for minority inclusion** and development to the region’s larger business community.
- **Provide training opportunities** that enhance capabilities within the minority and women-owned business community to enable successful participation in partnership opportunities.

Bridging the Gap is one of the GBC’s top priorities. The Bridging the Gap initiative relates directly to the GBC’s mission of improving the business climate of the Greater Baltimore region by organizing its corporate and civic leadership to develop solutions to the problems that affect the region’s competitiveness and viability.

The region’s competitiveness would receive a significant boost if full participation of MWBEs in the regional economy were achieved. A study conducted by the Sage Policy Group found that fully engaging MWBEs in the region’s economy would generate as much as $5 billion of additional sales revenue and 32,000 new jobs.

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**Johns Hopkins Medicine**

*is proud to support*

**The 10th Annual Bridging the Gap Achievement Awards**

Thank you to the Greater Baltimore Committee for your continued support of minority businesses throughout the region.
What does entrepreneurial spirit look like in Maryland today? The answer can be found in minority and women entrepreneurs in our state who have recognized opportunity, developed a vision and built businesses around them.

Minority and women business achievers show entrepreneurial spirit

For more than a decade, the Greater Baltimore Committee has been recognizing through its Bridging the Gap Awards outstanding minority and women-owned businesses, as well as majority businesses and executives who nurture the development of minority businesses in the Baltimore region and Maryland.

This year’s award winners were selected for their outstanding achievement and/or demonstration of leadership in the area of inclusive business practices. The official awards ceremony was held in November at the Grand Historic Venue in Baltimore. 2013 Bridging the Gap awardees include:

**ACHIEVEMENT BY A MINORITY OR WOMAN-OWNED BUSINESS**

**WINNER: ACL Computers and Softwares, Inc.**
For the past 20 years, ACL Computers has been providing high-quality, rapid service to its customers, including Lockheed Martin. ACL’s ability to find what customers need at competitive prices has saved Lockheed time and allowed them to move forward with projects on schedule.

**WINNER: Axiom Engineering Design**
After amassing more than 25 years of experience in civil engineering, land planning and project management, Peggy White founded Axiom, a 100 percent woman-owned small business in Columbia. In just five years, Axiom has grown to 21 employees and has taken on major projects such as Maryland Live!

**WINNER: Baltimore Window Factory**
Baltimore Window Factory celebrates its 30th anniversary this year under CEO Pat Stout, who successfully led her woman-owned company in a male-dominated industry through difficult moments in recent construction history, including the housing bust.

**WINNER: BottomLine Growth Strategies, Inc.**
BottomLine, as well as being women-owned, is committed to the success of MWBEs. CEO and founder Carol Coughlin strove to bring her experience and insight in the finance industry to smaller companies through BottomLine and has creatively “bridged the gap” for many of her clients.
WINNER: Daytner Construction Group
Daytner’s CEO Theresa Alfaro Daytner carved a niche for herself and her company by excelling as a resilient entrepreneur in a difficult business for women. A Hispanic woman as well, Daytner grew her business into a national construction management firm since its beginnings in 2003.

WINNER: Intelect Corporation
Zimbabwean-born Rohit Patel started Intelect in 1995 with $1,700 and has grown his systems solutions company every year. He now employs 80 people and offers comprehensive technical services and telecommunications infrastructure services to government, transportation and private industry.

WINNER: PointClickSwitch
PointClickSwitch is one of only three minority-owned energy brokerage firms in the United States, helping customers understand the benefits of energy deregulation. Since its beginnings three years ago, the company has developed an impressive client list, including Merritt Properties and University of Maryland College Park.

WINNER: Proove Biosciences
Proove, a commercial market leader in pain medicine genetics, founded by Catherine and Brian Meshkin, whose father was a Pakistani immigrant, in its specialty tackles a societal challenge that disproportionately affects minorities and women. Proove will surpass $50 million in insurance billings this year and was the only company to present data at major scientific meetings in 2013.
MAJORITY-OWNED COMMITMENT TO INCLUSIVE BUSINESS PRACTICES

WINNER: Bon Secours Health System, Inc.
In 2010, Bon Secours created a three-year plan to strengthen its supplier relationships with minority, veteran and women-owned businesses. Three years later, they increased the annual purchases from these businesses by $500,000 and added 30 new MWBE suppliers.

FINALIST: RK&K Engineer
RK&K not only meets its minority participation goals, but exceeds them and serves as a mentor to small minority businesses. For example, RK&K has included its nominator, Mimar, on many important projects and uses Mimar as RK&K's exclusive architect for Maryland Port Authority projects. This is an extraordinary gesture to a minority contractor.

FINALIST: UMMS
The University of Maryland Medical System has a commitment to supporting diversity through their Minority & Women Owned Business Enterprise Supplier Diversity program. They recently partnered with BITHEENERGY to acquire a significant percentage of UMMS' power from minority-built renewable energy sources.

PARTNERSHIP AND STRATEGIC ALLIANCE

WINNER: TargetGov and bwtech@UMBC Research and Technology Park
This partnership created the Government Contracting Institute, a series of courses designed to help businesses at all experience levels see success in the federal government marketplace. TargetGov, a women-owned, small business and bwtech@UMBC have provided more than $70,000 in financial assistance to cyber incubator companies to attend the institute, including minority- and women-owned start-ups.

FINALIST: Mimar McKissick Education Partnership
In response to the legislature approving the 10-year plan for Baltimore City school construction, Mimar Architects CEO Kal Bhatti, on his own dime, partnered with architect Vern McKissick to form Mimar McKissick Education, raising the competition and quality of design for city schools. This partnership opens up solutions, choices and jobs for minority-owned businesses.

FINALIST: Johns Hopkins Medicine and Mahogany, Inc.
Johns Hopkins Medicine and minority-owned business Mahogany, Inc., have partnered on construction projects including the new Weinberg Linear Accelerator Room and Pyxis Replacement.
PRESIDENT’S AWARD

WINNER: Stephanie Hill, Lockheed Martin IS&GS-Civil
The success of the Lockheed Martin Supplier Diversity Program is attributed to the vision and commitment of its leadership. Under the guidance of Vice President and General Manager Stephanie Hill, Lockheed annually awards more than $225 million to small, minority-owned businesses and more than $250 million to small, women-owned businesses.

WINNER: Senator Verna Jones-Rodwell
Senator Verna Jones-Rodwell has championed the development of minority, women-owned and small businesses throughout her 13 years in the Maryland General Assembly. She was instrumental in reforming the state’s minority business enterprise system and expanding procurement opportunities for minority and women-owned businesses.

FINALIST: Renee Sprow, Small Business Development Technology Resource Center
As state director of the SBDTRC, Renee Sprow is committed to the promoting the growth of small business. One of her major accomplishments was establishing the Hispanic Business Center to support the rapidly growing sector of Hispanic businesses. More than 1,000 businesses have been served through this center.
MedStar Health is proud to support the Greater Baltimore Committee at the 10th Annual Bridging the Gap Achievement Awards.

We salute the nominees for their efforts to empower minority- and women-owned businesses in the greater Baltimore area.

MedStarHealth.org
The publisher and staff of
The Baltimore Times
congratulate the winners of the
2013 GBC Bridging the Gap Awards

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RESOURCES FOR MINORITY BUSINESS

REGIONAL

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Baltimore, MD 21202
410-727-2820
www.gbc.org

Governor’s Office of Minority Affairs
6 St. Paul Street, Suite 1502
Baltimore, MD 21202
410-767-8232
www.mdminoritybusiness.com

Maryland Department of Transportation
7201 Corporate Center Drive
Hanover, MD 21076
800-544-6056
www.mdot.state.md.us/MBE_Program/Index.html

Mayor’s Office of Minority and Women Owned Businesses
City Hall, Room 250
Baltimore, MD 21202
410-396-3818
MOMBD@baltimorecity.gov
www.ci.baltimore.md.us/government/minority

USEFUL WEBSITES

Diversity Information Resources
www.diversityinresources.com

FraserNet Community
www.frasernetcommunity.net

Minority Business Development Agency
www.mbdagen.gov

Maryland/DC Minority Supplier Diversity Council
www.mdccouncil.org

Maryland Hispanic Chamber of Commerce
www.mdhcc.org

Maryland Procurement Technical Assistance Program
www.mdptap.umd.edu

Maryland Office of Minority Business Enterprise
www.marylandtransportation.com

Maryland Technology Enterprise Institute (MTECH)
Provides technical assistance to the industrial community
www.erc.umd.edu

National Black Chamber of Commerce
www.nationalbcc.org

score
A source of free and confidential small business advice for entrepreneurs.
www.score.org

Small Business Training Network—Small Business Administration
A virtual campus providing quality and targeted online training to meet the information needs of prospective and existing small business owners.
www.sba.gov/services/training/index.html

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