GREATER BALTIMORE COMMITTEE

BRIDGING THE GAP
Achievement Awards

INCREASING BUSINESS OPPORTUNITIES FOR MARYLAND
There's power in diversity.

BGE is committed to working with suppliers who reflect the diversity of our employees, customers and the communities we serve. Developing and expanding relationships with diverse business partners continues to help BGE meet its community and business objectives. Tapping into the power of our region's diverse supplier base is an effective way to strengthen our company, as well as fuel our community's economy. BGE contracts with diverse suppliers for a wide range of goods and services. To get started, please visit BGE.COM/SupplierDiversity.
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LifeBridge Health celebrates the achievements of the 2016 Bridging the Gap Award winners

When our business community is truly diverse, everyone benefits.

Thank you for your hard work and dedication to developing and empowering minority- and women-owned businesses.

LifeBridge Health
The Future of Health Care is Here.
As you read about the businesses that received recognition at the GBC’s 2016 Annual Bridging the Gap Achievement Awards, I’m convinced that you will come away with the same thoughts I had while reviewing the many award nominees:

First, the founders and leaders of these businesses are remarkable role models of entrepreneurship, business savvy and hard work. They also have a deep appreciation that minority and women-owned businesses can be — and are — absolutely vital to a dynamic, thriving economy.

Second, minority and women-owned businesses, whether young companies getting going or mature companies branching out, bring a diversity of ideas, passion for their work, and a commitment to make the business climate in the Baltimore region the best it can be.

As I am often known to say on this topic, our regional economy operates much like a car engine. Unless all cylinders of the economic engine are firing properly, the engine sputters along. But if all cylinders are connecting, the engine moves us forward. Successful minority and women-owned businesses ensure the economic engine is well-tuned so it can work at top performance — fueling jobs and generational wealth.

The GBC’s Bridging the Gap program was created in 2003 to educate and engage the private sector in the support and recognition of minority and women-owned business enterprises (MWBEs).

We have come a long way in 13 years with many minority and women-owned companies being created and succeeding. We have also seen more majority-owned companies partnering with and hiring MWBEs to provide products, services and expertise.

To expand this partnering and business networking, I’m pleased to announce that in 2017 the GBC plans to launch a portal on our website where certified MWBEs will be able to create a profile and GBC member companies will be able to search for MWBEs that provide a needed product or service they have an interest in. I’m hopeful this program will help address an important issue: Majority-owned companies looking for an MWBE to do business with, and minority and women-owned businesses being exposed to the broader business community. Currently, neither is quite sure where to turn. The GBC hopes to be the organization that bridges this gap.

The Bridging the Gap program also hopes to launch a quarterly newsletter in 2017 to keep members informed and educated about the strides being made in this sector of our regional economy.

In closing, let me note that it is always very rewarding to recognize the finalists and winners of our Bridging the Gap Awards. But it is also a privilege to get to know the founders and hard-working employees behind these companies. They live and breathe their passion for their companies.

The health of our region’s economy is tied to this passion.

I appreciate your interest and support of the Bridging the Gap program and thank the GBC members and the Baltimore business community for their commitment to ensure that there are business opportunities for all.

Donald C. Fry
President & CEO, Greater Baltimore Committee
...the founders and leaders of these businesses are remarkable role models of entrepreneurship, business savvy and hard work. They also have a deep appreciation that minority and women-owned businesses can be — and are — absolutely vital to a dynamic, thriving economy.
ELEVEN WINNERS RECEIVE GREATER BALTIMORE COMMITTEE DIVERSITY AWARD

Ten Baltimore-area companies and one individual have been named winners of the Greater Baltimore Committee’s 13th Annual Bridging the Gap Achievement Awards. The awards were presented November 10 during a ceremony honoring minority and women-owned firms for business achievement and others for their efforts to strengthen minority business development. More than 250 people attended the event, which was held at The Grand Baltimore.

The awards program is part of Bridging the Gap, a minority business development initiative of the Greater Baltimore Committee, the region’s most prominent organization of business and civic leaders.

Bridging the Gap award finalists and winners were selected from among nominations submitted by businesses, civic organizations, employees, customers, elected officials and government agencies.

Categories and winners of the 2016 Bridging the Gap Awards are:

SUCCESSFUL MINORITY OR WOMEN OWNED BUSINESS

A-G Associates, Inc.

A-G Associates is a service disabled veteran owned small business committed to serving organizations that want to improve their capabilities or capacity. A-G Associates is an organizational consulting firm that provides expertise, facilitation and consultation services that build high-performance teams, manage change and achieve mission success and organizational excellence. A-G Associates collaborates with clients to lead courageously, work smartly and achieve purposefully. Their services are sought by progressive organizations that value teamwork, partnership and stakeholder engagement; seek innovation, enlightened management and responsible stewardship and commit to delivering exceptional mission outcomes, memorable service and enduring impact in communities and throughout the U.S.

ArtsCentric, Inc.

ArtsCentric is a color-conscious organization committed to re-examining traditional roles in the arts, advancing original stories of specific cultures and fostering educational advancement to strengthen the community through the power of theater. It is a theater based group run by five African-Americans who, in addition to mounting four full-scale productions a year, also run an ever expanding three-week summer intensive for underprivileged youth in Maryland.

P&J Contracting Company, Inc.

Over the last 37 years, P&J Contracting Company, Inc., has developed into a unique and necessary business model for the post-modern era of construction and construction procurement, specializing in demolition, asbestos, interior demo, site work, excavation, masonry and so much more. And, with the catch phrase “Go Green” being implemented globally, P&J has hit the ground running with its LEED’s practices and its evolution from a demolition contractor into a deconstruction firm.

Kevin McAllister is the Artistic Director and cofounder of ArtsCentric. He is an award-winning actor, director and singer who has worked extensively throughout the Baltimore community over the last 10 years, as a teacher and program director to cultivate the arts among the African American community.
Staff Quest, Inc.

Nancy Trimble-Oliver is a certified workforce development professional and has been a leader in the human resources industry since 1982. In 1997 Trimble-Oliver started Staff Quest, Inc., which now is a multi award-winning staffing service. Staff Quest, Inc. has provided the Baltimore Metropolitan area with a wide array of HR, staffing and recruiting expertise designed to address the needs of a broad range of clients from small and mid-size businesses to large government agencies. For the last 19 years Staff Quest, Inc. has operated under its original philosophy of integrity and ethics in employment.

Strategy Horse Consulting Group

Wendy Merrill formed StrategyHorse to help professionals and their firms to grow smart by combining increased awareness with strategy. Much of her practice is dedicated to increasing employee and client engagement by building bridges between generational, gender and cultural differences. In addition to her dedication to her clients’ growth, Merrill has mentored many professional women to help them reach their goals.

Yalcin Development

Yalcin Development is a full service development, management and residential rehabilitation firm focused on repositioning multi-family assets in urban environments with strong fundamentals.

PARTNERSHIP/STRATEGIC ALLIANCE THAT INCLUDES MINORITY OR WOMEN OWNED BUSINESSES

The Whiting-Turner Contracting Company/Mahogany, Inc.

Together, The Whiting-Turner Contracting Company/Mahogany, Inc. worked on the MGM National Harbor project, which was an extraordinary opportunity for Mahogany employees to learn new skills. MGM National Harbor opened in December 2016.

We speak fluent C-L-I-E-N-T

The law firm of Miles & Stockbridge is pleased to support the Greater Baltimore Committee's 2016 Bridging the Gap Achievement Awards.
MAJORITY OWNED BUSINESS DEMONSTRATING INCLUSIVE BUSINESS PRACTICES

Year Up Baltimore

Year Up Baltimore works to close the opportunity divide in Baltimore by building social networks and expertise for talented urban young adults to meet the growing unmet needs of corporations in and around Baltimore City. Their work is threefold: youth development, workforce development and providing access to higher education. To achieve their goals, they’ve partnered with Baltimore City Community College, corporate partners, donors and mentors.

PRESIDENT’S AWARD

Senator Catherine E. Pugh

Maryland Senator Catherine E. Pugh has been a legislative leader as well as a member of the University of Maryland Medical System (UMMS) Board of Directors for advancing the needs of minority and women-owned businesses.

In the legislature, Pugh has introduced and passed legislation that focuses on enhancing the use of minority business enterprises in the brokerage and investment management services industries.

She was also instrumental in passing an Equity Participation Investment Program for small businesses.

As a member of the UMMS Board of Directors, Pugh was a leader in driving a diversity agenda that resulted in UMMS receiving awards for its work in the minority and women-owned business field.

Miles & Stockbridge

Miles & Stockbridge strives each day to elevate diversity and inclusion from an initiative to a way of life for all employees.

Leadership at the law firm believes that diverse colleagues with minds and viewpoints informed by different perspectives are essential to solving their clients’ legal challenges in today’s ever-changing business environment.

This year Miles & Stockbridge was named the No. 2 law firm in the United States for black lawyers by Law360, a preeminent, national legal news resource. The firm was also named the “Most Inclusive Law Firm for Minority Business” by the Maryland Washington Minority Companies Association.
MedStar Health is proud to support the Greater Baltimore Committee at the 2016 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
Maryland’s health is our top priority.

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UM BALTIMORE WASHINGTON MEDICAL CENTER
UM CHARLES REGIONAL MEDICAL CENTER
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UM UPPER CHESAPEAKE HEALTH

umms.org Affiliated with the University of Maryland School of Medicine
Imagine a community that’s fully connected. Not just across the street, but across the globe. A world where innovative tools and technologies bring us closer together. We believe diversity is the key to the future, and that the world is better when everyone works together.

AT&T is pleased to support the Greater Baltimore Committee and the 2016 Bridging the Gap awards ceremony.
Baltimore Means Business

www.BaltimoreDevelopment.com
STRENGTHENING MINORITY AND WOMEN-OWNED BUSINESS

Bridging the Gap is an initiative of the Greater Baltimore Committee designed to advance the business culture of the Greater Baltimore region by fostering an atmosphere in which majority, 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 free enterprise to build successful businesses.

THE GOALS OF THE INITIATIVE

▸ 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.

▸ Nurture the creation of legacy wealth among minority and women-owned businesses (MWBEs) by broadening business prospects that are available to them.

Bridging the Gap is among 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.

What is Maryland’s entrepreneurial scene like today? What follows is a look at the innovative minority and women-owned businesses in Maryland.
RESOURCES FOR MINORITY BUSINESS

REGIONAL

BRIDGING THE GAP INITIATIVE
Greater Baltimore Committee
111 S. Calvert Street
Suite 1700
Baltimore, MD 21202
410-727-2820
www.gbc.org

GOVERNOR’S OFFICE OF MINORITY AFFAIRS
100 Community Place
3rd Floor
Crownsville, MD 21032
410-697-9600
http://goma.maryland.gov/Pages/default.aspx

MARYLAND DEPARTMENT OF TRANSPORTATION
Office of Minority Business Enterprise
7201 Corporate Center Drive
Hanover, MD 21076
410-865-1269
www.mdot.maryland.gov/newMDOT/MBE/Index.html

MARYLAND DEPARTMENT OF COMMERCE
401 E. Pratt Street
Baltimore, MD 21202
410-767-6300
http://commerce.maryland.gov

DEPARTMENT OF GENERAL SERVICES
eMaryland Marketplace
301 West Preston Street
Baltimore, MD 21201
410-767-1492
https://emaryland.buyspeed.com/bso

DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Maryland Linked Deposit Program
7800 Harkins Road
Lanham, MD 20706
301-429-7400
http://dhcd.maryland.gov/Business/Pages/LinkedDeposit.aspx

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Do business with the State of Maryland.
www.emarylandmarketplace.com

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University of Maryland College Park, MD 20742-3415
301-405-3906
www.mtech.umd.edu/index.html

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Johns Hopkins is proud to support

The 13th Annual Bridging the Gap Achievement Awards

Thank you to the Greater Baltimore Committee for your continued support of minority businesses throughout the region.
Congratulations to all nominees and winners of the 2016 Bridging the Gap Achievement Awards.