**Baltimore City Department of Public Works**

**DPW Small Business Development 2018**

**July 2018**

1. The DPW Small Business Development is a 10-week construction management training program, created to help local Small, Minority, Women and Disadvantaged Businesses, (M/W/DBEs) become contract-ready to compete for opportunities with Baltimore City.
2. These opportunities include over $3 Billion of utility construction work, including Consent Decree sewer rehabilitation/replacement and other capital improvement projects.
3. The 10-week training program targets minority businesses throughout the Baltimore Metropolitan area and provides participants with critical knowledge, business skills and guidance necessary to help them become ready to compete for construction related work.
4. In the process, every business owner is provided an opportunity to complete the application process for MBE/WBE certification and Pre-qualification and obtain 10-hour OSHA certification – prerequisites for performing contract work in Baltimore.
5. Relevant areas of expertise include:

* Construction and project management
* Concrete construction
* Excavating
* Pipeline installation/rehabilitation
* Post-construction cleanup
* Sediment and erosion control
* Underground utilities
* Traffic control
* Scheduling and estimating
* Landscaping
* Site work

1. The SBD Curriculum covers such material as:

* MWDBE Application and Pre-Qualification with the City of Baltimore
* Procurement with the City of Baltimore
* Bonding and Working Capital
* Contract Administration
* Marketing and much more

1. In its brief two-year existence, more than 100 participants, representing 81 businesses have completed training.
2. Additionally, the number of participants emerging from the program with minority certification, prequalification and OSHA certification is well documented and the number of businesses bidding on or being awarded contracts is growing.
3. Recruitment has kicked into high gear as the Department of Public Works conducts an expansive recruitment campaign for the SBD Class of 2018 through traditional, digital, and social media, with its media partner, Morgan State University Radio WEAA-FM, and association affiliates MMCA, MWMCA and marketplace outreach events.

1. This year’s class is limited to 80 students due to the OSHA training requirements.
2. Classes begin Tuesday, September 11, 2018 at Montebello Maintenance Facility, following Opening Night on September 6 at Morgan State University
3. The cost for training is just $199 and includes all materials, OSHA 10-hour certification (a $1,000 value) and meals.
4. We return to Morgan later this year for our Closing Ceremony where we will be joined again by Mayor Pugh, DPW Director Chow, Director Taylor, and other program partners, as the Class of 2018 joins a strong network of alumni and prime contractors ready to help them grow their businesses.