

GOVERNOR'S OFFICE OF MINORITY AFFAIRS

October 2008

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Special Secretary's Message



Maryland Celebrates National Hispanic Heritage Month
"Many Cultures, One Community, One Maryland"

This year marks the 20th anniversary of the month-long celebration to honor Hispanic heritage and culture and recognize the contributions of Hispanic Americans to the United States and Maryland.

Hispanics are the largest minority in the U.S. with an estimated population of 41.3 million, and they are the largest and fastest growing minority group in Maryland, with an estimated population of 337,341 as of 2006.

Along with the increase in population, is the increase in the number of Hispanic-owned firms. As of 2002 there were approximately 1.6 million Hispanic-owned businesses in the U.S. - just over 15,000 firms are here in Maryland, with an annual sales of over \$2.3 Million. From 1997 to 2002 Hispanic-owned businesses increased by 31 percent in Montgomery County and by 120 percent in Prince George's County.

Maryland continues to make steady progress toward increasing opportunities for all of Maryland's small, women, and minority-owned businesses. During Fiscal year 2007, Hispanic-owned businesses in Maryland were awarded \$62.8M in state contracts, which was a 40% increase from Fiscal Year 2006.

During the same year, Maryland launched the EMPRESAS Technical Assistance and Training Program, which is designed to support the growing needs of the Hispanic business community.

Join us in our salute to the outstanding contributions and successes of Maryland's Hispanic community!

EMPRESA Workshop Series

The Governor's Office of Minority Affairs (GOMA) will host its quarterly EMPRESAS Technical Assistance and Training Workshop on November 1, 2008 from 9:00 am to 12 noon at the Langley Park Community Center in Hyattsville, MD.

All workshops are geared toward Spanish speaking entrepreneurs who want to learn how to do business with the State of Maryland, and become certified as a Maryland minority business enterprise. [Click here](#) for more information.



Legislative Black Caucus of Maryland Weekend

The Legislative Black Caucus of Maryland presents its 2008 Annual Legislative Weekend "Empowering Leadership - Effecting Change", from October 30 - November 1, 2008

Upcoming Events

[Baltimore Washington Chamber Corridor 17th Annual Government Procurement Conference](#)

[2008 Top 100 MBE Awards Ceremony](#)

[International Economic Summit - Africa 2008](#)

[Prince George's Chamber 2008 Showcase](#)

[MD / DC Minority Supplier Development Council's 26th Annual Business Procurement Conference](#)

[Governor's Annual Housing Conference](#)

[Full Calendar of Events](#)

Quick Links...

This year's conference will focus on State Investment Opportunities; Impact of 2010 Census; High Cost of Living; Minority Business Certification and Participation; State of Education, and much more. [Click here](#) for details.

Maryland Education Trust Fund - Video Lottery Terminals (Slots Referendum)

Senate Bill 3 - Maryland Education Trust Fund - Video Lottery Terminals (*aka Slots Referendum*) was introduced during the 2007 Special Legislative Session. This Administration bill authorizes up to 15,000 video lottery terminals (VLTs) at five locations; provides for one-time and ongoing license fees; provides for the distribution of VLT proceeds; creates the Education Trust Fund (ETF) and other special funds; and continues the current prohibition on additional forms of commercial gaming.

The bill is contingent upon ratification by voters in the November 2008 election. Below are highlights from the bill that would directly impact small, women and minority-owned businesses in Maryland:

Construction and Procurement. Each site licensee must comply with the State's Minority Business Enterprise (MBE) program requirements for construction/ procurement contracts and to the extent possible meet county MBE requirements if they exceed the State requirement. The Licensee must invest \$15 million in construction and related costs for every 500 Video Lottery Terminals proposed in a bid.

Small, Minority, and Women-owned Business Investment Account. There is a provision that 1% of gross Video Lottery Terminal proceeds be placed into an investment account. The Board of Public Works will make grants to eligible fund managers to provide investment capital and loans to small, minority, and women- owned businesses in the State.

Awarding AaLicense to Operate a Video Lottery Facility. In awarding a Video Lottery, Slots, operation license, one of the factors that the Video Lottery Facility Location Commission will consider is the percentage of MBE ownership.

To view the bill in its entirety, [click here](#).

Niche Marketing Initiative

The O'Malley-Brown Administration continues to strengthen the State's commitment to the success of small, women and minority firms, and promote inclusion efforts that will enhance the ability of all citizens to share in the State's prosperity. Part of that effort includes a Niche Marketing Initiative, which is a joint collaboration between the Governor's Office of Minority Affairs, and the Maryland Departments of Health & Mental Hygiene, Juvenile Services, Public Safety & Correctional Services, Human Resources, and MDOT's Certification Program. This initiative involves a series of outreach efforts designed to increase the utilization of small, women and minority firms in the health and human services field on state contracts.

The first pilot outreach will be held on October 24th and will focus specifically on the medical services industry - nurses, dentists, internists, counselors, consultants, case managers, cardiologists, home health services, pharmacists, psychologists, and psychiatrists. For more information, contact the Governor's Office of Minority Affairs at 410-767- 8232.

[More About the Governor's Office of Minority Affairs](#)

[To Receive Governor O'Malley's E-Newsletter](#)

[Maryland's NEW Health Insurance Partnership for Small Businesses](#)

[To Become Certified as a Maryland Minority Business Enterprise \(MBE\)](#)

[To View Bid Solicitations on eMaryland Marketplace](#)

[View Maryland's BRAC Action Plan](#)

[Small Business Development Center \(SBDC\)](#)

[MD Procurement Technical Assistance Program](#)

[Maryland Checklist for New Businesses](#)

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