

June 2017

# Small Biz SPOTLIGHT

The latest news in Local Economic Development from the Baltimore City Department of Public Works



Catherine E. Pugh  
Mayor

BALTIMORE CITY  
**DPW**  
DEPARTMENT OF PUBLIC WORKS  
Rudolph S. Chow, P.E.  
Director

Last February, the first participants to complete DPW's Small Business Development Training Program (SBD 2016) celebrated their accomplishment with Mayor Catherine E. Pugh, Director of Public Works Rudolph S. Chow, Louis Berger Vice President Arthur Jones-Dove, and program facilitators. Between September and November 2016, 27 men and women representing 22 small businesses, completed a 10-week course in construction management training at the Baltimore City Small Business Resource Center. Participants are now pursuing certification, pre-qualification or receiving additional guidance to become contract ready and strategically positioned to compete for \$3 Billion in utility construction work, including consent decree sewer rehabilitation and replacement, and capital improvements under drinking water, storm water and waste water programs.



Mayor, DPW, Louis Berger Recognize Inaugural Class of Businesses Completing Small Business Development Training Program (SBD 2016)

## Enrollment period opens for DPW's 2017 Small Business Training Program

Following the first successful program of its kind locally, the Baltimore City Department of Public Works is seeking the next class of small business recruits. Enrollment is now open for Small Business Development Training Program (SBD 2017) Getting to Market, the second installment of DPW's construction management training. The course aims to position small business owners to successfully compete for utility construction work, including consent decree sewer rehabilitation and replacement, and capital improvements under drinking water, storm water and waste water programs. Citing the necessity of small businesses to get "trained, qualified and certified," Baltimore Mayor Catherine E. Pugh pointed to SBD 2016 as one program

that is helping minority firms to earn a bigger share of city business.

City officials, supported by some of the consent decree's prime contractors and consultants, will facilitate a 10-week program to include: 10-hour OSHA Training and Certification, Estimating and Bidding, Construction Management Best Practices, Project Management and Scheduling, Contract Administration, Accounting Best Practices, Bonding and Working Capital, and Procurement with the City of Baltimore. Additionally, a practicum for minority certification and prequalification will enable businesses to get a jump start on the application process. "Our goal," said DPW Director Rudy Chow, "is to provide the necessary training and support for

qualified small business owners so that they emerge from this year's program ready to go to work."

SBD 2017 convenes September 12 - November 16 at the Montebello Pumping Maintenance Building, 3501 Hillen Road. The program is open to certified and certifiable minority/women owned businesses in the required disciplines. The \$199.00 tuition covers course materials and meals. Interested businesses are required to complete the Small Business Development assessment questionnaire.

For information, visit [publicworks.baltimorecity.gov](http://publicworks.baltimorecity.gov), call 410-433-2400, or speak with a representative at the upcoming Annual Design and Construction Program, on June 27 at the War Memorial Building.

## Contractor Corner



**GRACE MANAGEMENT & CONSTRUCTION, LLC**

Chris Williams, Principal/Owner

Website: <http://www.gracemc.com>

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Grace Management & Construction (Grace) LLC, is a MD construction company established in 2010. Grace's Civil Construction services, include Underground Utilities, Construction Management and Maintenance services. Best Management Practices include Infiltration Construction, Trenching, Bio-Retention Pond Installation, Storm Drainage, and Conveyance Systems Upgrades.

Chris Williams of Grace Management & Construction LLC, is a recent graduate of the Inaugural Department of Public Works Small Business Development Program, with Baltimore City Wet Weather Consent Decree initiative. Upon completion, Grace Management & Construction, LLC, was certified with the Baltimore City Minority Business Opportunity Office (MWBOO). Grace Management also prequalified with the City of Baltimore Boards and Commissions. Armed with new credentials, qualification and training, Grace was selected to bid work with Prime contractors and was part of a winning team. Congratulations Grace Management, LLC!

Chris Williams, states "Grace Management LLC, is proud of gaining experience, creating teamwork and leveraging the DPW growth opportunity for a "seat at the table." Teamwork is fundamental to Grace Management & Construction. We self-perform all services, and team with industry leaders to build capacity and capability, while ensuring consistent delivery of quality service to clients within scope, schedule, and budget. Our name is synonymous with Excellence, Integrity, and Collaboration.

## Louis Berger launches internship program with MSU's School Of Engineering



On June 5, three Morgan State University School of Engineering students began summer

internships in DPW's Office of Engineering and Construction. Under the auspices of Louis Berger, students will be immersed in the Wet Weather Consent Decree program with potential full-time employment upon graduation. "This landmark MSU/Louis Berger agreement begins a critical phase in our local economic development strategy," says Arthur Jones-Dove, vice president, Louis Berger. "An important part of our work with the City is to expose aspiring engineers to water and waste water career opportunities," he said. "We're recruiting new talent to build and maintain infrastructure for future generations. Eventually, similar experiences will benefit other DPW bureaus and offices."

## Louis Berger partners with EA Engineering and Civic Works' Baltimore Center for Green Careers

*"They are 'sick and tired of being sick and tired'..."*

*"...intelligent, humble and yearning for a change..."*

*"They have gone through life's challenges, but they were prepared, asked insightful questions."*

These are just a few of the sentiments shared by Louis Berger and their associates who spent an April morning conducting mock interviews for approximately 20 individuals as part of their preparation to graduate from a 5-week employment training program. Sponsored by Civic Works' Baltimore Center for Green Careers (BCGC) and hosted by EA Engineering, Science, and

Technology, Inc., PBC (EA), the Louis Berger team conducted one-on-one mock interviews designed to prepare trainees for upcoming interviews and job opportunities. There was Q & A, feedback and coaching, but it was the personal testimonies of overcoming homelessness, incarceration, war, substance abuse, and job loss that left the Louis Berger team energized and motivated by the experience. "It was refreshing," said Arthur Jones-Dove, vice president, Louis Berger, who coordinated the company's participation. The interview session moved candidates one step closer to BCGC's goal of family sustaining careers for unemployed and underemployed Baltimore City residents.



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