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Johns Hopkins BLocal BUILD College continues to roll in 2018, with the inclusive introduction of reverse vendor fair held at McAuley Hall in their Mt. Washington Conference Center. According to Ricky Venters, P.E., Program Manager – Economic Inclusion (Workforce Development), Johns Hopkins Facilities & Real Estate, “The reverse vendor fair, provides a medium for graduates of BLocal BUILD College to present their talents and services to the programs partners, consultants and prime contractors as well as staff from the design and construction departments of Johns Hopkins.” For some, it was a first-time opportunity to create a marketing presence in front of potential trading partners and marketing one’s business is a part of the BLocal BUILD College curriculum.

Wayne R. Frazier, Sr., MWMCA’s President stopped by, observed and said, “Johns Hopkins continues to score economic inclusion points with this new first by reinforcing the educational component of marketing and selling one’s services. Hopkins knows that business is about knowledge, competition, marketing and selling, and the reverse vendor show reinforces that.”

Others had this to say:

Renard Gardner, President/Master Electrician of Vessel Electric LLC said, “I’m grateful to have had the opportunity to experience a first-class structured tutoring under BLocal BUILD College in areas such as back office management, organizational structure, and accounting that prepared me to be a more responsive vendor for our clients.”

Adam Shirazi, CEO of American Contracting Corporation said, "BLocal BUILD College has been a window of opportunity through which American Contracting Corporation has seen its future vision of making a positive impact on the Baltimore community.”

Joshua C. Matthews, President/ CEO of JCM Control Systems, Inc. said, “As an MBE firm we understand and realize how important it is to have relationships and do quality work and we value that. No more than 5 hours after our presentation at BLocal I received an email from Drew Bauer Senior Construction Manager/Beatty Development with a major opportunity. Thanks, BLocal.”

Michael Macsherry, President of Matos Builders said, “The educational component of BLocal is a vital and missing component from other small business programs. It is an ideal preparatory course for companies wanting to do business with governments and institutions.”

Grace Sammarco, Senior Account Manager of McEnroe Voice and Data said, “The BLocal BUILD College provides business knowledge, connections and facilitates new friendships. Sometimes you just “don’t know what you don’t know” until you’re exposed to new knowledge needed to grow your business and professional network. That’s what BLocal College program provides the small business entrepreneurs.”

Christine Thornton, Owner of Chandler Construction Management said, “BLocal has enhanced my knowledge of the construction industry tremendously. I learned how to organize bids, read project documents and how the industry is moving toward Intergraded Project Delivery.”

BLocal BUILD College is about to select its next class of companies for intense training and if one would like to be involved, contact Ricky Venters at rventer1@jhu.edu.

[BLocal BUILD College Reverse Vendor Fair Exhibitors](#)

[See Pictures](#)