



Goldman Sachs 10,000 Small Businesses is recruiting for its next business training cohort in Spring 2019. To date, the program has graduated over 200 Greater Baltimore small business owners who are prospering and growing their businesses.

In this e-newsletter edition, we are featuring a recent graduate who unequivocally states that the training program has assisted him in better understanding the back-office management of his business in accounting, marketing, and negotiating.

Andra Cain owns Cain Contracting, Inc., a certified MBE/DBE and Service-Disabled Veteran-Owned Corporation, and Reliable-Cain Contracting, a commercial and residential heating and air conditioning concern. Cain Contracting performs work as a General Contractor and Construction Manager, self-performing rough carpentry and general trade packages.

Andra Cain has not been a business owner throughout his career, but he always had an entrepreneur's spirit. Prior to going into business in 2001, Andra worked for others. Since opening his business, he has fostered joint ventures and teaming agreements on large scale projects at Morgan State University, Social Security Administration Office in Baltimore, Maryland Public Health Laboratory Baltimore and the Maryland House and Chesapeake House Travel Plazas on I-95 in Maryland. Cain's firm participated in each project as a construction manager.

Furthermore, like many contractors, Andra has experienced the pain of not being paid by an owner for quality work he completed; but through it all he prevailed. "Andra Cain is a principal individual, highly motivated and runs two great trade businesses, so please reach out to him for your next construction project," said Wayne R. Frazier, Sr., President of Md. Washington Minority Companies Association (MWMCA).

Please [register](#) for Goldman Sachs 10,000 Small Businesses' next training cohort.

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