



GROWTH
BY DESIGN

BALTIMORE CITY
DPW
DEPARTMENT OF PUBLIC WORKS

SPRING 2021

REGISTER TODAY!

Do you want to take your company to the next level? If you are an owner or employee of a small contracting firm and looking to grow your business, the Baltimore City Department of Public Works Small Business Development *Growth by Design* Training Program may be right for you.

This 11-week training program has been developed to assist local, small and minority or woman-owned business enterprises (MBE/WBEs) become contract-ready to support Baltimore City on more than \$3 billion in utility construction work. Companies specializing in design and construction related fields including: concrete construction, construction program and project management, excavation, landscaping, pipeline installation, post-construction clean-up, scheduling, sediment and erosion control, sewer construction and inspection, site work, traffic control, and underground utilities should register TODAY

Applicants emerge from training educated about:

- Consent Decree Projects
- OSHA 10-Hour certification
- Tools to become MBE/WBE certified
- Process of Prequalification with Baltimore City
- Basic accounting and financial practices
- Basic blueprint plan reading
- Construction industry best practices
- Construction management skills
- Estimating and bidding techniques
- Proven marketing strategies
- Prime Contractors
- Subcontracting opportunities
- Collaboration opportunities to network with business owners

WANT MORE INFORMATION?

Call: (410) 618-0100

Email: sbd@baltimorecity.gov

Baltimore City
Department of Public Works

Small Business Development *Growth By Design* Training Program



2021 CLASSES

Open Enrollment through
August 23, 2021

Classes will be held virtually (and/or possibly in person) on Tuesday evenings. Participants will also get the opportunity to network with each other and prime contractors virtually (and/or possibly in person) some Thursday evenings.

publicworks.baltimorecity.gov/smallbusinessdevelopment