



**GROWTH**  
BY DESIGN



**SPRING 2020**

## **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
- Construction industry best practices
- Asset Management
- Construction management skills
- Sustainability and resilience of infrastructure
- Estimating and bidding techniques
- Proven marketing strategies
- Prime Contractors
- Subcontracting opportunities
- Collaboration opportunities to network with business owners

## **2020 CLASSES**

**Open Enrollment through  
September 1, 2020**

Classes held weekly on Tuesdays or  
Thursdays (participant choice)

Montebello Pumping Station  
and Maintenance Building  
3501 Hillen Road  
Baltimore MD 21218

## **WANT MORE INFORMATION?**

**Call:** (410) 618-0100

**Email:** [sbd@baltimorecity.gov](mailto:sbd@baltimorecity.gov)

**[publicworks.baltimorecity.gov/smallbusinessdevelopment](http://publicworks.baltimorecity.gov/smallbusinessdevelopment)**

