



Winter 2020 Newsletter January-February

Promoting the growth, prosperity and participation of Hispanic Commercial Contractors in commercial and government procurement contracts through education, training and guidance.

www.ahcc-midatlantic.org

HIGHLIGHTS OF 2020 WINTER EVENTS



**Application Assistance Workshop
for MBE / DBE / ACDDBE / SBE
Certification in SPANISH ONLY**

Maryland Department of Transportation's (MDOT) Office of Small and Minority Business Policy re-engaged AHCC to present two work shops in SPANISH ONLY for their Application Workshop for businesses interested in Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE), and Airport Concession Disadvantaged Enterprise (ACDBE) certifications. Attendees learned the benefits of certification, the application process, eligibility standards, as well as business development and marketing tips. They also had the opportunity to work with a certification officer one-on-one to ask questions specifically related to their business. Sessions took place on November 18th, 2019 and February 19, 2020. Below are some pictures of Vanessa Lopez in action at our 2020 event and Ruth Chavez from the Small Business Development Center (SBDC), who was our special guest speaker.

The event was a success with over 50 businesses represented. Ruben Romero, CEO of KE Pachango Radio (www.kepachangaradio.com) was instrumental in spreading the word about the event. Thank you, Adela Hinojoso, who owns Hairfresh Salon and Spa in Reisterstown, MD (<https://hairfreshsalonandspa.com>), for introducing us to Ruben. Prior to the event he hosted two radio/video segments with Vanessa Lopez and Karen Barbour and photographed the event. Pictures below are courtesy of KE Pachango Radio.

Vanessa Lopez's presentation captivated everyone's attention and provided rich meaningful content. Thank you, Vanessa, and to the MDOT team, Denise Merritt, Outreach and Policy Manager, and Trace Watkins-Rhoades, Esq., Director of Small & Minority Business Policy, our sponsors and Corporate Alliance Partners!

Walkiria Pool was honorably mentioned to help those needing credit repair services. Walkiria's non-profit company will help you for free. She helps everyone, not just the Hispanic community. For more information see below:

Walkiria E. Pool
President and Founder
Centro de Apoyo Familiar
Center for Assistance to Families
6801 Kenilworth Ave. Suite 110
Riverdale, MD 20737
Ph: 301-328-3292 MD





KE Pachnaga Radio video clipped the MDOT Certification workshop. See link embedded in MDOT logo below:



Vanessa Lopez also spoke about the importance of bonding to KE Pachnaga followers at one of their workshops on Thursday, February 27, 2019. Click on the logo to view the clip.



We are working on webinars that will focus on the following:

- *evaluate job-costing software for small businesses,
- *provide best practices for proposal-writing, and
- *insights into how to create a marketing plan.

Carrie Ann Williams of Andana Consulting (www.AndanaConsulting.com) will present on How to Create a Marketing Plan on March 24th from 8:00 am to 9:00 am EST. You will receive registration details in the near future.

More upcoming in-classroom events and webinars will be announced soon. Expect Flyers soon.

Chesapeake Employers Insurance Company is revamping their training sessions and will present on safety for AHCC in April or May.

Stanley, Black & Decker is looking into some tool training safety options for upcoming webinars in the Spring of 2020.

Alan Paquette of Construction Analytix, LLC (www.constructionanalytix.com) will present in April on best practices for collection of change orders.

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