

BUSINESS NEWS

Spotlight on Workforce Development



Nationally, September is recognized as Workforce Development Month to raise awareness about the importance of continually developing and growing a skilled workforce. Career and workforce development initiatives benefit industry, communities and individuals and help ensure we are meeting the changing demands of the economy by building an available, diversified and skilled labor force.

We have launched a month-long campaign to spotlight resources for employers, employees and job seekers in our community through attraction, retention and training opportunities. Throughout September, we will highlight information and tools for job seekers and job providers – with free online services, events, search tools and more. Visit [online](#) for the latest and keep coming back as new content is loaded throughout the month.

CSM's Workforce Center is the Place for Business

CSM's WorkForce Center has 60 years of experience in learning, training and developing organizations and employees at all levels. With a focus on delivering proven customer-centric solutions for employee training and development, they align resources to meet business needs. From job readiness and leadership/executive development to project management, information technology, trades and energy training, the WorkForce Center delivers off-the-shelf, personalized and customized solutions to increase workforce productivity. Visit [online](#) or [email Melissa Coker](#), the Business Solutions Specialist, to schedule an appointment today.



Business is Booming



The long-awaited retail stores at The Shoppes at Apple Greene in Dunkirk are joining Calvert County's retail community. August welcomed the grand opening of Marshalls, Harris Teeter and Mattress Warehouse. Soon, Mod Pizza, Jersey Mike's, Five Guys Burgers and Fries, Berkshire Hathaway HomeServices and more will open.

[Follow online for updates.](#)

Kelly Generator Wins "Project of the Year" Award

Local Generac dealer Kelly Generator & Equipment in Owings was recently awarded the Generac 2018 Project of the Year for their extensive and innovative integration of back-up power solutions for the 100-year-old facility that houses the Museum of the Bible, located three blocks from the U.S. Capitol in Washington, D.C. The 430,000-square-foot museum complex presented a number of challenges including security and life safety systems, climate control and back-up power requirements to preserve the museum's biblical relics in a retrofitted 1920s-era warehouse. Learn more in [Kelly Generator's newsletter](#).



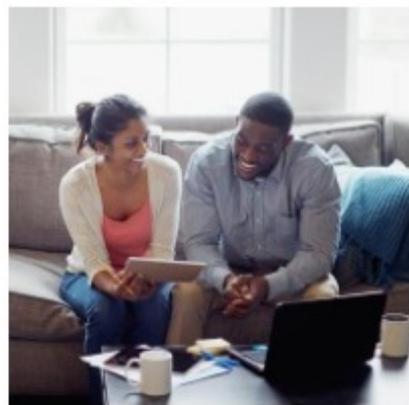
Just the Facts

Calvert County's *Brief Economic Facts* have received a mid-year update by the Maryland Department of Commerce. [View online.](#)

SDAT Now Accepting Previous-Year Filings Online

The [Maryland Department of Assessments and Taxation \(SDAT\)](#) has updated its award-winning [Maryland Business Express \(MBE\)](#) site to allow businesses to file up to 10 years of overdue annual reports and personal property tax returns online to regain "good standing" status. This previously paper-based process will enable business owners to more quickly and easily bring their entities into good standing status and maintain or regain the ability to legally conduct business in Maryland. Filings can even be completed on a mobile device.

Once completed, businesses can pay for multiple filings with one online payment and will be notified by the department if there are any additional steps that need to be taken to regain [good standing status](#). All business entities formed, qualified or registered to do business in Maryland must file an annual report every year. If your business owns, leases or uses personal property in Maryland and/or maintains a trader's license with a local unit of government in Maryland, you must also file a personal property tax return. If you do not file the required documents by the annual April 15 deadline, your business will fall out of good standing status and may eventually be forfeited. If a business is forfeited, it no longer has the authority to conduct business in Maryland and has no right to its name.



If you have questions about forfeiture or your company's business status, email sdatt.persprop@maryland.gov. If you'd like local assistance getting your business back into compliance, email the [Calvert County Department of Economic Development](#). We're here to help!

FY2019 Procurement Forecast Available Online



The State of Maryland's Procurement Forecast for FY2019 is now available on the Governor's Office of Small, Minority & Women Business Affairs [website](#). The database is populated with state and federally funded solicitations and contracts of \$100,000 or greater that are expected to be advertised or awarded through June 30, 2019. It comprises both new and recurring items including task orders issued under master contracts. Users can choose from six different options to focus their search. By downloading the results to an Excel spreadsheet, you can get additional information not visible

on the screen, such as the buyer's name and contact information. Small businesses are often looking for contracting opportunities below \$100,000, so many agencies also include projected contracts between \$15,000 and \$99,000. Every small business interested in doing business with the State of Maryland should be familiar with this powerful business intelligence tool.

Mark Your Calendar: Take Your Business Global

Nearly 96 percent of consumers live outside the U.S. and two-thirds of the world's purchasing power is in foreign countries. Many small business owners don't realize foreign sales opportunities are well within reach. To reach them, all you need to do is take advantage of federal programs designed to build the bridge to new markets. If you're a small business owner, learn how to work with the Small Business Administration for your trade needs.



Tuesday, Sept. 25, 2018
9:30 a.m. to noon
College of Southern Maryland – Prince Frederick (Room 119)

This 2-hour workshop will provide practical advice and guidance on a range of export topics and will also address common issues. The goal is to offer inexperienced exporters the opportunity to develop exporting skills and help the more experienced exporters to refresh and update their knowledge of best practice in this area.

For more information or to register, visit [online](#).