

♥ for Business

In Calvert County we are champions for business. Big business and small business. Local business and global business. Start-ups and 100-year-old success stories. Service providers, product makers, thinkers and tinkerers. Year-round, we're focused on stimulating commerce, facilitating the creation of jobs and supporting our local economy. But once a year, during the first full week of May, we make a special effort during Business Appreciation Week.

This year, during the 14th Business Appreciation Week of May 6 to 9, we have a number of events and activities planned to highlight, support and celebrate Calvert County businesses. We hope you'll join us in the celebration and make plans to attend some (or all) of our free events.

For more information on Calvert County's Business Appreciation Week, including updates on planned activities and events, contact us at [email](mailto:info@ecalvert.com), 410-535-4583 or 301-855-1880, www.ecalvert.com/BAW.



Monday, May 6

How to Propel Your Business Using LinkedIn

Sponsored by the Calvert County Minority Business Alliance
and the Calvert County Department of Economic Development
Harriet Elizabeth Brown Community Center
901 Dares Beach Road, Prince Frederick
9-10:30 a.m.

Join us for an informative presentation on how to increase business revenue by using LinkedIn, the top social media platform for professionals. This free event will feature Thomas Ellis, president and chief sales coach of EWC Consultants, as he discusses how to use LinkedIn for just 30 minutes a day to reap the many rewards of this platform. Topics to be covered include how to customize your profile, how to connect to potential new clients, powerful follow-up tips and more. [Visit the event registration page](#) to learn more and register.

Tuesday, May 7

Board of County Commissioners Company Site Visits with Ambassador Teams

Various locations
11:30 a.m.-4:30 p.m.

Wednesday, May 8

W2W Networking Luncheon: Women in Leadership

Sponsored by the Calvert County Chamber of Commerce Women to Women (W2W) Group,
the Calvert County Department of Economic Development
and the Maryland Small Business Development Center
College of Southern Maryland, Building B, Conference Room 104
115 J.W. Williams Road, Prince Frederick
Noon-2 p.m.

Speaker Connie Fuksa is an energetic presenter and facilitator who is passionate about helping small businesses learn and grow by building strong teams of driven people and operations. Connie understands all these challenges intimately with more than 30 years of small business ownership and she is dedicated to sharing her knowledge with you. A complimentary lunch will be provided. [Visit the event registration page](#) to learn more and register.

Thursday, May 9

Calvert County Chamber of Commerce Business After Hours Mixer

Davis, Upton & Palumbo, LLC
132 Main St., Prince Frederick
5:30-7 p.m.

Network with other business owners in a casual atmosphere. This free event is open to Calvert County Chamber of Commerce members and business owners who are not members. For information, contact the Calvert County Chamber of Commerce at 410-535-2577 or visit www.calvertchamber.org.

Crab Pot Pitch Contest

Calvert Marine Museum
14200 Solomons Island Road S., Solomons
6 p.m.

Watch as finalists compete for the grand prize and celebrate Southern Maryland's entrepreneurs at the 4th annual Crab Pot Pitch Finals competition. Hosted by PaxSpace, Inc. and the Southern Maryland Innovation and Technology (SMIT) Initiative, Crab Pot is a pitch contest for individuals living or working in Southern Maryland or businesses that have a presence in Southern Maryland. The winner will receive \$5,000 and, of course, a bushel of crabs! Food and drinks will be provided. For more information, please visit www.paxspace.org/crabpot.

Preservation Pop-Up



With support from the Rural Maryland Council, and in coordination with the Southern Maryland Heritage Area Consortium, Preservation Maryland will host a preservation pop-up office at the Calvert Marine Museum on Wednesday, May 22, 2019, 10 a.m. to 4 p.m. The public can visit the pop-up office to speak with a member of Preservation Maryland's professional staff about their historic preservation and historic property questions. No appointment is needed.

Each pop-up was scheduled in coordination with a local partner and several pop-ups will be followed by evening programming. The full schedule is available at: presmd.org/popup2019.

Preservation Maryland is the state's first and foremost historic preservation non-profit organization founded in 1931 and is dedicated to preserving Maryland's historic buildings, neighborhoods, landscapes, and archaeological sites through outreach, funding and advocacy. For additional information, contact Nicholas Redding, Executive Director of Preservation Maryland at nredding@presmd.org.

Shred It!

The Calvert County Department of Public Works, Solid Waste Division, will host a free paper shredding event for local businesses on Tuesday, May 7. It will be held in the parking lot at the Calvert County Fairgrounds, 140 Calvert Fair Drive in Barstow, from 9 a.m. to noon, rain or shine. Attendants will be on site to assist. The shred event eliminates the hassle of small-scale shredding and the cost for a professional shredding service.



Businesses must present proof of Calvert County occupancy and are limited to five banker boxes of paper. All paper must be removed from plastic bags and cardboard boxes. Paper clips, staples and wire-bound items are acceptable. Binders, binder clips, hard binding books, rubber bands and plastic bags are not acceptable. Certificates of destruction may be requested. The shredded paper is remanufactured into new paper products.

For information about this event or other recycling events, call the Calvert County Solid Waste Division at 410-326-0210 or visit www.CalvertCountyMd.gov/recyclingevents.

STAFF SPOTLIGHT



Kelly Swann joined the Economic Development team this month as the agricultural development specialist. Kelly has a bachelor's degree in education from Towson University and experience as a mobile science lab teacher with the Maryland Agriculture Education Foundation. Most recently, Kelly served as the marketing specialist with Swann Farms in Owings. She has over eight years of experience in agriculture marketing, social media strategy, website development and agriculture education.

What do you have planned for Calvert County's agriculture program?

I'm excited about bringing my experience from working with the ag lab and being an educator to the farmers markets and making them more hands on. I want to bring agriculture alive for our residents and help children understand the science of farming. So many kids today don't realize that fresh produce comes from a farm source and not the grocery store! I also want to actively promote our farms to the local community through social media platforms and Calvert

County's dedicated agricultural website, www.calvertag.com. I think it's important to help farmers and local residents connect and understand the important role agriculture plays in our economy.

Are there any special agricultural events on the horizon?

The local growing season is fast approaching and with that comes opening season for farmers markets. This year, we'll have three markets – two of which are in new locations. Our first market opens on April 30 at CalvertHealth in Prince Frederick and then on May 2 we open at Dunkirk District Park and on May 4 we'll open at Sneade's Ace Home Center in Lusby.

Also, this year's Southern Maryland Buy Local Challenge takes place on July 29 at Spider Hall Farm in Prince Frederick. The annual celebration invites the general public to experience the food and fun of Maryland's farms. More information is available [online](#).

What do you believe is the biggest misconception non-farmers have about farming?

I think people tend to romanticize farming life and think it's idyllic and serene. Actually, as the wife of a sixth-generation farmer, I know it's really hard work. One of the biggest challenges to farmers is the uncertainty caused by Mother Nature. One bad storm, a particularly dry spring or a crop-killing disease can wreak havoc on the bottom line of a farm family's business. While it can be challenging – and adjustments are always being made to seasonal plans – it's also beautifully humbling to feed and clothe a community with the products you grow while also sharing the bounty of our land.