

BUSINESS NEWS

The Purpose of Economic Development



The work of economic developers is complex, sensitive, highly visible, unique and integral to the success of any community. We work with people who may just be dreaming of starting a business, people who are developing complicated, mixed-use projects – and everyone in between. The International Economic Development Council’s “think tank” of Economic Development Research Partners is made up of trailblazers and experts in the field. They recently

published a report to help improve the knowledge and practice of our profession.

In the IEDC’s “Championing Economic Development” report, five recommendations are offered as best practices for the industry:

- 1. Do good work.**
- 2. Listen. Engage. Adapt.**
- 3. Make transparency a core tenet of your work.**
- 4. Communicate and connect.**
- 5. Build and enlist allies.**

As economic developers, we work with a variety of customers, clients, stakeholders, partners, colleagues, allies, legislators, audiences and champions, all of whom have their own purpose, mission and needs. But economic development infuses all the things that make a community special. It involves business starts and business exits, housing, jobs, workforce training, quality of life, culture, education and transportation. Our mission is quite simple: to help people succeed. We welcome you to be part of that mission because together we will accomplish great things.

Open House Set for Bay Crossing Study



The Maryland Transportation Authority (MDTA) is hosting a series of open houses to discuss plans for creating a new Chesapeake Bay crossing. Attendees will learn about:

- The environmental review process for the Bay Crossing Study
- The overall study schedule
- Public comments received to date
- Alternatives, the screening process and results

There will be no formal presentation but MDTA staff will be available for discussion and to answer questions. Meeting materials may also be found at baycrossingstudy.com. Calvert County’s Open House will be held on **Thursday, Sept. 26, 6 to 8 p.m.** at Calvert High School in Prince Frederick.



New Local Resource for Job Seekers

The newly opened JobSource Center provides a variety of employment and support resources to assist job seekers in achieving employment goals. Job seekers can meet with consultants to explore careers, receive referrals to training programs, get help with résumé preparation and attend workshops to enhance job seeking skills and work readiness. Job seekers can also access computers with internet access, printers, photocopiers, fax machines, telephones and a variety of job search materials.

The center is a great resource for job seekers and it's conveniently located in Prince Frederick at the District Court Building, first floor. For more information, visit [online](#).

Chamber Seeks Local Business Award Nominations



The Calvert County Chamber of Commerce is now accepting nominations for the 2019 Excellence Awards to be presented at the annual awards dinner in October.

Categories include New Business of the Year, Small Business of the Year, Large Business of the Year and Chamber Member of the Year. Don't delay if you'd like to nominate a chamber member business – the deadline is Sept. 20. More information can be found [here](#).

New Commuting Options for Calvert Workers

The Lusby shuttle bus now offers extended hours and improved transit service for Lusby commuters.

Lusby shuttle hours of operation are extended to Monday through Friday from 7:21 a.m. to 6:52 p.m. The new hours will continue bus transportation throughout the Chesapeake Ranch Estates to ensure commuters transferring from St. Mary's County at 5:25 p.m. on the Calvert County Connector route, and leaving Prince Frederick at 4:45 p.m. on the Southern Route, can get home from work. The new hours are made possible through a \$42,552 grant from the Maryland Jobs Access Reverse Commute Program.

For a full list of transportation bus schedules, visit [online](#) or contact Calvert County Public Transportation at 410-535-4268.

Staying in the Black

Running a business is hard work – and keeping track of cash flow and invoicing can make a big difference in determining whether a business will prosper and grow. QuickBooks can make the job easier.



The Small Business Development Center will offer a basic QuickBooks workshop at CSM's Prince Frederick campus on **Friday, Oct. 18, 9 a.m. to 3 p.m.**

To register, visit [online](#).



Since 1988, the seasoned staff of the Maryland Small Business Development Center (SBDC) Network has provided sound advice, consulting and support to entrepreneurs and small businesses across the state.

As part of a national SBDC network - founded in 1979 - that helps over 500,000 U.S. businesses annually, our local team of SBDC experts is available to provide a variety of confidential, no-cost or low-cost business services. Learn more [here](#).

Calvert County Minority Business Alliance

CCMBA starts its 14th program year with newly elected board members, officers and educational programs. Activities this year will focus on marketing and developing member skills and providing opportunities for the Southern Maryland business community.



CALVERT COUNTY MINORITY BUSINESS ALLIANCE
SMALL BUSINESS IN A BIG WAY

The first event is on **Sept. 19, 2019, at 6:30 p.m.** at the Calvert Library in Prince Frederick. The event will feature speakers Donald Anderson of Taylor and Anderson and Edsel M. Brown, Jr. of Edsel M. Brown, Jr. Group. The workshop will provide strategies to build wealth, financial planning options, business exit strategies and retirement options.

For more information on Calvert County's Minority Business Alliance, including updates on all planned activities and events, visit www.ccmba.org or email info@ccmba.org.



If you're a small or large business seeking a relatively painless way to save money, a free energy audit may be just what you need. Energy Select is full-service energy firm that offers both energy-conserving and energy-producing solutions. As members of the Southern Maryland community, they operate primarily in St. Mary's, Calvert and Charles counties and are a SMECO-approved vendor.

The savings to your bottom line can be dramatic:

Small businesses can qualify for up to an 80% rebate for LED lighting retrofits – with energy savings that can often provide a return on investment within a year. Energy Select is the sole provider for this program in Calvert and St. Mary's counties.

For larger businesses, there are smaller rebates, but the payoff period is usually about five years, or a 20% return on investment. Within the next few years, manufacturers will cease to manufacture less efficient lights, so now is a good time to convert to LED to start saving while rebates are still available.

For more information, visit online at <https://www.energyselectllc.com/>