

HOWARD COUNTY BRAC TASK FORCE

BRAC BIT: #32

DATE: 3 April 2009

SUBJECT(S): Howard County BRAC Business Initiative

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DISCUSSION:

1. **Business Devotees:** To all those great people who I have talked with over the past 18 months and who wanted to volunteer their time and energy in addressing Fort Meade growth related business opportunities. Please attend the meeting listed in **RED** at the bottom of this page.
2. **BRAC Business Initiative:**
 - a. For the past year, the leadership of the Howard County BRAC Task Force has been discussing a business initiative focused on assisting small and minority businesses in conducting business with the Department of Defense and supporting contractors. The time has arrived to transform talk into action. Congressman Elijah Cummings and Howard County Executive Ken Ulman are combining their offices and their dedication to the businesses of Howard County into a single program called the HOWARD COUNTY BRAC BUSINESS INITIATIVE.
 - b. The Goals of this initiative are as follows:
 - Identify obstacles to small and minority businesses that block their path to successful work with the Federal Government and supporting contractors
 - Increase the awareness of the leadership and the general business community of Howard County with the federal contracting environment, which provides both opportunities and challenges for our small and minority businesses
 - Develop a responsive and flexible template that small and minority businesses may follow to eliminate, reduce and/or avoid obstacles to business success relating to Fort Meade growth.
 - Assess the actual performance of the participating businesses, advisory companies, Federal Government and supporting contractors. Compare actions to desired performance.
 - c. The framework of this action will be constructed on accountability and driven by the requirement to understand the environment of the business process, starting with the initial business plan and running through closing the sale. The general framework is as follows:
 - Construct a pilot project running from April 09 through Nov. 09
 - Identify test companies (completed), advisory companies (in progress) and participatory companies (in progress).
 - Conduct 5 phases; Event, Planning, Resource Identification and Cataloging, Execution, and Review and Report
 - ***Conduct first briefing and question session for interested small and minority businesses on 14 April at 5:30 PM in classroom #5 of the Howard County Gateway Building, 6751 Columbia Gateway Dr, Columbia, MD***