



Maryland Black Chamber of Commerce

April 18, 2023

Dear Montgomery County Councilmembers,

I am writing in support of the Maryland Black Chamber of Commerce (MBCC) and their technical assistance, training, and capacity building programs to support County small businesses, including minority, female and disabled (MFD) businesses.

The mission of the MBCC is to educate, connect, and advocate for black businesses. The MBCC, through the County grant, has sponsored networking, training, and technical assistance programs to assist Montgomery County MDF businesses. During this past year, the ten (10) programs assisting County businesses including the following:

- Doing business with Montgomery County
- Doing business with the State of Maryland
- Doing business with the Federal Government
- Financial Literacy
- Access to Capital
- Leadership Academy
- Networking events with elected officials, MCEDC, SBA and Maryland Saves

As an example of the quality training and technical assistance being provided to County businesses, please review the agenda topics for the Doing business with the Federal Government.

- 1) APRIL 11TH: UPGRADE YOUR PLAYBOOK – STRATEGY, PLANNING AND EXECUTION
- 2) APRIL 25TH: BUILD INFRASTRUCTURE FOR GROWTH - FINANCES AND ACCOUNTING
- 3) MAY 9TH: BE SEEN & BE HEARD - VISIBILITY AND MARKETING
- 4) MAY 23rd: SHOW ME THE MONEY - CASH FLOW AND CAPITAL ACCESS
- 5) JUNE 6TH: BUYER OR SELLER: GROWTH: ORGANIC & ACQUISITION
- 6) JUNE 20TH: MAKE NEW BEST FRIENDS: RELATIONSHIPS & GOVCON SUCCESS

The training and technical assistance events registered over 600 participants for the programing to date this fiscal year. In addition, each of the networking events averaged over 50 participants.

The MBCC appreciates the collaboration and partnership with the County Executive and County Council. We recognize your commitment and hard work and look forward to continuing walking and working together for more equality of opportunity in the County.

Yours Truly,

A handwritten signature in black ink that reads 'John Hale III'.

John Hale III
Board Member
Maryland Black Chamber of Commerce

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