

BUSINESS NEWS

Where Do You Work?

Calvert County Businesses Have a Place to Call Home

A common question during networking events or when meeting new people is, “Where do you work?” Most of us recognize this is not a question of geography but of affiliation. Are you in the private or public sector? Do you work for a retailer or in the service industry? Is your work done at a desk or in a field? How do you make a living?

In Calvert County there are a wide variety of employment options and, in fact, more than 80 percent of our residents work in the private sector with the following five broad sectors making up the bulk of those jobs:

- Trade/Transportation/Utilities
- Construction
- Education
- Health Services
- Leisure/Hospitality



In fact, new positions are being developed every day by start-up, relocated and growing businesses. During a recent site visit, Economic Development staff met with a company on the leading edge of success – **GoldenWolf**. In business since 2014, the principals of this facilities management company currently employ 170 people nationwide and internationally, 20 of them Calvert County residents. They are committed to being a trusted adviser to dozens of agencies and organizations and are planning a major expansion. They spend their days collaborating, promoting, providing support and solving the complex problems of federally-owned facilities around the world from their beautiful headquarters campus in Huntingtown. “We have dreams,” they say, “and we want to make them come true right here in Calvert County.”

So, where do you work? If you’re like the more than 22,000 individuals employed in Calvert County, you work at a place that allows you to make a living. And also a place you call home.

Tax Bill Help

When a small business owner or a company doesn’t have the funds to pay a big tax bill, an installment payment plan with the IRS can

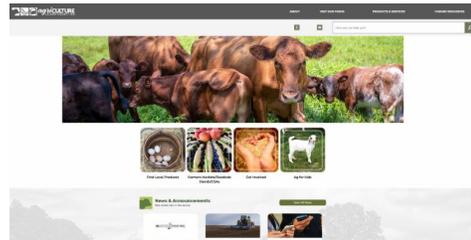


sometimes be an option. Many tax advisers recommend that any individual or business owner who can't pay their taxes consider other alternatives like borrowing from a bank, family or friends. And be forewarned, failure to file can cost as much as 25 percent of unpaid taxes, on top of late payment penalties and interest. But owners whose companies don't have lines of credit and who can't dip into personal savings may decide a deal with the IRS is the best route.

The IRS advises all taxpayers to pay as much as possible. If you want to apply for a payment plan, visit [online](#) to learn more about options and requirements. Your specific tax situation will determine which payment options are available to you. Payment options include full payment, a short-term payment plan (paying in 120 days or less) or a long-term installment agreement payment plan (paying in more than 120 days).

Of course, certain fees, exceptions and special rules apply, but ignoring the IRS is never a good alternative.

Check Out the New Agriculture Website



Learning how to eat fresh and local has never been so easy with the newly redesigned Calvert County agriculture website. Calvertag.com showcases the county's rich and diverse agriculture community and puts agriculture-related information at your fingertips.

Visit this mobile-friendly website for a list of Calvert County farms, farmers markets and roadside stands and learn where to purchase local produce, meats, seafood and a bounty of other products. Local farmers can find information about business assistance and equipment-rental programs, learn how to become a vendor at a local farmers market and much more.

SBA's *Emerging Leaders Initiative* Opens for 2019 Recruitment



U.S. Small Business Administration

The U.S. Small Business Administration (SBA) announced the launch of the 2019 *Emerging Leaders Initiative* for executives of small businesses poised for growth in emerging markets. Local area recruitment for the 2019 training cycle is currently ongoing at designated SBA district offices. Interested small business owners can learn more regarding eligibility, how to apply, class schedules and locations [online](#).

SBA's *Emerging Leaders Initiative* provides free entrepreneurship education and training for executives of small businesses that are potential job creators. This intensive executive series includes nearly 100 hours of classroom time. Participants are given the opportunity to work with a network of experienced coaches and mentors, attend specialized workshops and develop connections with their peers, city leaders and the financial community to build sustainable businesses.

Mark Your Calendars... Business Appreciation Week Events

Annually, the Calvert County Board of County



Commissioners celebrates local businesses during Business Appreciation Week (BAW) the first full week of May. This year, the 14th Annual BAW will run from May 6-10. The program acknowledges the many contributions local businesses make to our community and thanks them for choosing to do business in Calvert County.

Planning is already well underway for this year's events so mark your calendars now:

“How to Propel Your Business Using LinkedIn”

Monday, May 6, 2019 | 9 a.m.
Harriet E. Brown Center, Prince Frederick

“Women’s Business Roundtable and Women-to-Women Networking Luncheon”

Wednesday, May 8, 2019 | Noon
College of Southern Maryland, Building B, Prince Frederick

Calvert County Chamber of Commerce Business After Hours Mixer

Thursday, May 9, 2019 | 5:30 to 7 p.m.
Davis, Upton, & Palumbo, 132 Main St., Prince Frederick

Crab Pot Pitch Contest

Thursday, May 9, 2019 | 6 p.m.
Calvert Marine Museum, Solomons

Drug-Free Workplace Training

Drug-free workplace training is scheduled for May 22, 2019, from 9-11:30 a.m. at the Harriet E. Brown Community Center in Prince Frederick.

This training is for business owners, managers and supervisors. Participants will learn how to recognize workplace problems that may be related to alcohol and other drugs and receive information on how to implement a drug-free workplace program. Businesses that complete the training receive a certificate of completion and an information packet which includes a sample drug-free workplace policy. A clearly written, up-to-date drug-free workplace policy, shared with all employees, is the foundation of a drug-free workplace program and an easy first step for any business owner.

For more information or to sign up, email the Calvert Alliance Against Substance Abuse at caasa@calvertcountymd.gov or call 410-535-FREE.

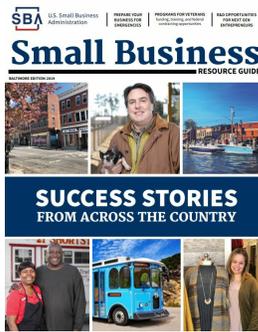
Healthiest Maryland Businesses

As the nation and the state implement sweeping health reforms to increase access to health care for more Maryland families and their businesses, the Maryland Health Quality and Cost Council recognized that improving health and containing rising health care costs demands that maximizing prevention is a top priority. The Healthiest Maryland movement aims to engage leaders to commit to maximizing Maryland residents' well-being by implementing a comprehensive, coordinated strategy to promote health where they work, live and learn.



Healthiest Maryland Businesses is a statewide movement to create a culture of wellness – an environment that makes the healthiest choice the easiest choice. The initiative aims to raise awareness about the importance of a healthy workforce, recruit business leaders who will incorporate healthy policies into the workplace, publicly recognize their commitment and success and improve their bottom line. Free resources are available [online](#). For more information, contact Jenn Faulkner at 410-535-5400, ext. 357 or jenn.faulkner@maryland.gov.

Small Business Resource Guide



The 2019 Maryland Small Business Resource Guide provides accurate, timely information to Maryland entrepreneurs to help achieve dreams and prosper as a small business owner.

The guide is an invaluable tool for business growth and development with information on the SBA's key programs and contact information for local advisers who can assist in starting or growing a business venture. Check it out [online](#).



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Produced by the Department of Communications and Media Relations