

RESOLVE to do these 11 Things in 2020! No procrastination permitted. Take a few minutes and set a course for the New Year to strengthen your business plan, community engagement, and targeted efforts to doing business with APG!

1. Know your tax credit opportunities. From Enterprise Zones to More Jobs for Marylanders to CyberSecurity, find out which tax credits in Maryland can benefit you. Visit <https://commerce.maryland.gov/fund>, click “tax credits,” and enter categories like “defense” or “technology” to learn more.

2. Get to know the Office of Small Business Programs at Aberdeen Proving Ground (OSBP-APG). They provide information and resources to those who want to conduct business with APG and the C5ISR community. Knowledgeable representatives seek to ensure a fair portion of contract awards, and total U.S. business dollars are placed with organizations within specified socioeconomic program areas (SB, SBD, HUBZone, SDVOSB, WOSB). A comprehensive OSBP-APG brochure can be found [HERE](#); visit <https://osbp.apg.army.mil/Home/SmallBusinessCompany> to register your company on the OSBP-APG eKiosk.

3. Assess the strength of your one-page capabilities statement. Is it clean and concise? Does it strongly convey past performance? If it could use a tweak, contact the Small Business Development Center and schedule an appointment to focus on the marketing strength of your most critical piece that tells your company’s story in support of mission success. Contact Ryan Del Gallo, SBDC counselor, at 443-373-3377 or rdelgallo@harford.edu.

4. Take advantage of a variety of small business resources through the Office of Community & Economic Development. In addition to the GroundFloor at Harford and the Harford Business Innovation Center, more than 19 FREE workshops are upcoming to support and grow your business. To see the 2020 line up and register for those that best your needs, visit <https://www.eventbrite.com/o/harford-county-office-of-community--amp-economic-development-13505181114>.

5. Make plans to attend APG’s Advanced Public Briefing to Industry (APBI) set for April 28-30, 2020. This three-day event provides industry with information related to future contracting opportunities for mission areas that focus on C5ISR, research & development, test and evaluation, chemical and biological defense, and APG Garrison activities. Technical briefings, breakout sessions, one-on-one’s, a Tech Expo, and a social networking event will be featured. Watch for announcements on open registration. Questions related to the 2020 APBI go to Team APG at usarmy.apg.cecom.mbx.apbi-registration@mail.mil.

6. Brush up on CMMC and cyber compliance. The Cybersecurity Maturity Model Certification will gain traction as DOD starts issuing contracts requiring a designated CMMC level. You will see third-party certifiers auditing contractors and awarding them scores. It is still uncertain how far down the supply chain these requirements will impact, as DoD has not yet finalized the requirements. Essentially, the third-party audits will ‘certify’ how contractors comply with cyber and other security requirements. DOD will begin issuing solicitations in June 2020 that specify the required level of certification contractors must meet to qualify to bid.

7. Explore the Maryland Defense Network website. Register for free and search defense companies in Maryland, research existing grants and contracts, gain insights into federal purchasing, and explore new federal contract opportunities. Other features includes a manufacturing company directory, an events calendar, and a defense patent database. Create your account today: <https://marylanddefensenetwork.org/>

8. Interested in doing business with APG, but **not sure where to begin in working with the government**? The MD Procurement Technical Assistance Center can help! From navigating NAICs codes to searching databases for contracting opportunities, let PTAC help get you started on your way. Contact Denise Warner, Director of MD PTAC at dwarner1@umd.edu.

9. Is your company interested in **having employees participate in volunteer efforts** here in Harford County? We can connect you with Community Services, Parks & Recreation, Office of Disability Services, and other non-profit organizations for a variety of activities and events where your team's involvement can make a difference! Contact Karen Holt at klholt@harfordcountymd.gov or call 410-638-3059 and let us know what you're interested in supporting.

10. Join the MG Harry Greene Aberdeen Chapter of AUSA if you are not already a member! Named Best Overall Chapter in 2019, AUSA Aberdeen Chapter focuses on support for the soldier and their families. The Chapter's monthly professional development luncheons feature compelling speakers from the Department of Army and the APG leadership. As an active community partner, the Chapter is involved in supporting various charities and causes via its an annual Golf Tournament in the summer, its Fisher House Gala in September, and its Christmas Ugly Sweater social in December. The Chapter hosts a variety of celebrations in support of the Army throughout the year and is one of the best means of gaining greater understanding and access to Army leaders and programs on APG. Join today at <https://www.ausa.org/chapters/major-general-harry-greene-aberdeen-chapter>

11. Harford County Chamber of Commerce recently launched the CONECT initiative, providing the ability to **hire a student intern or employee**. This opportunity is not limited to Chamber members. List your business on the CONECT initiative at <https://www.harfordconect.org/submit>