



AGENDA

SUBJECT TO
CHANGE

MEETCHARLESCOUNTY.COM/BUSINESS-WELLNESS-WORKSHOP

Tuesday, May 5, 2026 | 9 AM to 2 PM

8730 Mitchell Road, La Plata (CSM Center for Business and Industry)

- ◆ **Welcome / Overview**
9 – 9:30 AM | Light refreshments; general introduction from emcee Jim Chandler, CECD
- ◆ **Ignite Presentations with Commerce, DHCD, and Department of Labor**
9:30 – 9:45 AM | Presentations from Lee Greely, Maryland Dept. of Commerce, Brittney Dillon, Maryland Dept. of Housing and Community Development (DHCD), and Karen Parker, Maryland Dept. of Labor, highlighting services and tools that support business financing and growth
- ◆ **Financing Solutions to Help Your Business Grow and Succeed with Tim Valentine, Bank Officer, SBA Relationship Manager, National Capital Bank**
9:45 – 10:10 AM | Financing strategies and resources; includes business growth topics such as sales, business development, and hiring
- ◆ **Networking Break** 10:10 – 10:30 AM
- ◆ **The Growth Mindset: Defining Your Business' Growth and Success Metrics with Secretary Walter Simmons, Maryland Secretary of Social & Economic Mobility**
10:30 – 11:10 AM | Define what growth means for your business, identify meaningful success metrics, and prepare to take advantage of emerging opportunities
- ◆ **Demystifying Contracting: Working with Larger Institutions with Brianna Bowling, Author, Start, Manage & Exit A Profitable Gov't Contracting Firm; Founder, Retreat & Learn**
11:10 – 11:35 AM | Tips for contracting with hospitals, school systems, and local government
- ◆ **Power Hour: Networking Lunch with Vendors**
11:35 AM – 12:35 PM | Dedicated networking over lunch with vendors and resource partners
- ◆ **Scaling Your Brand Through Networking and Relationship Building with LaTasha Briscoe, Owner and Creative Director of LB Innovations Events**
12:35 AM – 12:50 PM | How to leverage community engagement, networking, collaboration and relationship building to scale business brand and visibility
- ◆ **Ignite Presentations with Charles County Chamber of Commerce, TEDCO, and Tri-County Council for Southern Maryland**
12:50 – 1:05 PM | Presentations from Kathy Guzman, Charles County Chamber of Commerce, Justin Ferguson, TEDCO, and Yvette Turner, Tri-County Council for Southern Maryland
- ◆ **Automating Your Small Business and Adopting Technology for Operational Efficiency and Process Improvement with Tamika Chance, Owner & CEO, T12 Technologies**
1:05 – 1:30 PM | Tools and strategies for automation; improving operations and workflows
- ◆ **Fireside Chat + Closing with Jim Chandler, Charles County EDD, and James Vasquez, Southern Maryland SBDC**
1:30 – 2:00 PM | Business growth beyond the business plan and succession planning