



## TRI-COUNTY COUNCIL FOR SOUTHERN MARYLAND

CELEBRATING 40 YEARS OF SERVICE  
1965 – 2005

P.O. BOX 745 HUGHESVILLE, MARYLAND 20637

(301) 274-1922

(301) 870-2520

FAX (301) 274-1924

**Gary V. Hodge**, Chairman

**Wayne E. Clark**, Executive Director

Dear Southern Maryland Business Owner:

The Tri-County Council (The Council) for Southern Maryland has as one of its primary objectives fostering the social and economic development of the Southern Maryland Region. Helping new businesses get started and existing businesses succeed is a cornerstone of our mission in that regard. The Council's Minority Business Opportunities Task Force has embarked on an exciting venture to provide information and assistance to local minority/woman owned businesses. The culmination of this venture will be the establishment of an interactive website.

To get us started, we will need some information from you. If you would take just a moment to complete the attached survey, your information will help to shape the website. None of the information you provide will be shared with the general public and no one will be able to download your specific information. Nor will you be put on any group mail or email lists based on your participation in this survey. Information will be used in summary, along with other respondents' data to help shape the service delivery that the many local business service providers offer.

Participating in this effort will not only give you access to our economic and business partners (see TCC's website for a full listing of these partners), but can also yield great benefits for your firm. Providing your information will enable us to issue to you a user name and a password and will enter your profile into the database for matching purposes. The information that will be matched to you will be training and business opportunities that match your business profile and needs. While outside viewers of the website will not be able to download your information, any inquiries they send for your type of business or any relevant technical assistance offerings they have will be matched to your account. You will see those notices and information each time you log in.

No matter what industry your business is in: retail, government contracting, professional services, construction, or real estate to name a few, you will benefit from this effort. With unprecedented economic growth opportunities projected for Southern Maryland, now is the time to get involved and to ensure your business is a part of the growth. Please respond today.

Sincerely,

*Wayne E. Clark*  
Wayne E. Clark  
Executive Director