CEBO Is...

The Baltimore Council for Equal Business Opportunity, Inc., (CEBO), is a non-profit service about the important business of developing minority businesses in the city of Baltimore. It has been in existence since 1967.

CEBO is not a lending Agency.

However, CEBO has helped thousands of new and existing minority businesses to obtain over $20 million in loans. Additionally, CEBO has supplied essential follow-up management and technical assistance designed to assure the business-persons' entry into the economic mainstream by:

identifying potential business opportunities.

conducting market and feasibility studies.

finding suitable locations.

assisting in estimating contracts.

obtaining bonding.

preparing financial projections.

instituting inventory and expense control.

planning for business expansion.

preparing applications for financial assistance.

making contacts with Government and the private sector for contracts or subcontracts in order to increase its clients business volume.

There are three CEBO-sponsored programs:

BPCAP - Business Packaging and Counseling Assistance Program.

MCTAP - Minority Contractors Technical Assistance Program.

GBSC - General Business Service Center. BPCAP

The business and Counseling Assistance Program (BPCAP) of CEBO.

Develops packages for clients which include market study, sales, technical. operational and financial plans.

Deals with andor tries to change any community conditions or business practices which could hinder success.

Helps clients on a one-to-one basis.

Works with those who, in spite of experience, need further help.

Evaluates focus on substantive counseling services which can be measured in terms of indicidual entrepreneural success or improvement.

BPCAP is funded by the Urban Services Agency. MCT MCTAP

Minority Contractors Technical Assistance Program (MCTAP) has mostly to do with construction.

Informs minority contractors of chances to bid on projects.

Helps them interpret plans and specs and prepare bids, production schedules and cash flow.

Helps secure licenses, prequalification certificates, bonding and loans.

Manages a revolvong fund which has aided in generating contracts.

Provides on-site technical knowhow.

tells large contractors about qualified minority subcontracters.

MCTAP is funded by Urban Service Agency. GBSC

The General Business Service Center (GBSC) is a multifaceted program designed to complement and to supplement the Minority Contractors Technical Assistance Program (MCTAP), the Business Packaging and Counseling Assistance Program (BPCAP), and the embrella entity, the Baltimore Council for Equal Business Opportunity (BCEBO).

GBSC - provides on-going, specialized management and technical assistance to at least 145 clients.

Administers a Craftsman Training Program.

Operates an inner-city Junior Achievement Expansion Program.

BBSC is funded by Urban Service Agency.

CEBO's planned efficiency is a shining example of community development at work.

Some of the more successful clients, collectively grossing in excess of $200 million dollars a year, and employing more than 10,000 persons, include:

2 funeral establishments.
1 major supermarket chain.
2 architectural firms.
3 medical health centers.
A cosmetic manufacturing company.
A paper supply company.
2 service stations.
A wood pallet manufacturing company.
2 Oil companies.
A janitorial service company.

A variety of construction companies, specializing in general contracting, roofing, plumbing, heating, welding, landscaping, sheetmetal and concrete.

SAMUEL T. DANIELS
CEBO Executive Director

BALTIMORE COUNCIL FOR EQUAL BUSINESS OPPORTUNITY, INC. MINORITY CONTRACTORS' TECHNICAL ASSISTANCE PROGRAM

(MCTAP)

To secure assistance from MCTAP - CALL 669-3400

or

VISIT US

at

1925 Eutaw Place

MCTAP SERVICES:

1. Alert contractors of opportunities to bid on construction projects within the various government agencies and on privately financed construction contracts as well.
2. Assist contractors to interpret plans and specifications.
3. Assist contractors to prepare bids, production schedules and cash flow plans.
4. Help contractors to prepare applications for securing licenses, pre-qualification certificates, bonding, and loans.
5. Manage a Revolving Loan Fund that assists eligible construction firms to perform contracts.
6. Help in setting-up system of monitoring performance of contracts.
7. Assist the owners of construction firms to develop Business Plans to accomplish the long-range goals of their companies.
8. Give guidance in establishing new minority construction firms.
9. Provide information, seminars and conferences that will assist minority contractors to improve their ability to operate more successfully and at a greater profit.

ALL MCTAP SERVICES ARE AT NO COST TO CLIENTS.

MCTAP is funded through Baltimore City's Urban Services Agency.

BP CAP

A Program designed to help minorities start their own Businesses

OPHELIA G. BELL - PROGRAM DIRECTOR
CHARLES R. OWENS - BUS. DEV. CHIEF
R. HOWARD HILL - SENIOR COUNSELOR
SANDRA T. CRAWFORD - BUSINESS COUNSELOR
GORETHA E. DUDLEY - ADM. ASST.
RUTH C. ALLEN - SECRETARY

A CEBO Sponsored Program

Funded through Baltimore City's Urban Services Agency

CEBO directors

The CEBO staff has combined experience of over 200 years experience and boasts experts in engineering, marketing, sales, financial packaging, planning and management, plus several disciplines in the construction trades.

Program leaders are:

MRS. OPHELIA G. BELL — Program Director for CEBO's BPCAP.

The initials stand for Business Packaging and Counseling Assistance Program.

It provides a variety of management and technical assistance services to help minorities and other economically disadvantaged businesspersons gain entry into the business world.

Mrs. Bell has been a CEBO employee since 1976, and has a wealth of experience to guide clients.

DR. BENJAMIN C. WHITTEN — Program Director for Minority Contractors' Technical Assistance Program, known as MCTAP.

Major thrust of this component is to assist minority construction firms in Baltimore city to obtain construction contracts, execute them successfully and realize a profit on their work.

Dr. Whitten, a former assistant superintendent in Baltimore city schools (vocational education), has been with CEBO since 1979.

The program he administers is funded through Community Development Block Grant Resources, administered by the city's Urban Services Agency, thus primary emphasis is on construction projects and firms located in the city's Neighborhood Strategy Areas.

MRS. FRANCES M. DRAPER — Program Administrator for CEBO's General Business Service Center, (GBSC).

This CEBO program, concentrates its efforts in improving the operation of existing minority businesses to increase the success of proposed ventures by helping them develop in - depth business plans.

Mrs. Draper, who joined CEBO staff in 1981, is a former college professor, business consultant and stock broker.

OPHELIA G. BELL
BPCAP program director

BENJAMIN C. WHITTEN
MCTAP program director

FRANCES M. DRAPER
GBSC program director

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