Business Pulse Directory

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For eligible firms with government or public contracts: MSBDFA may guarantee a loan from a financial institution, guarantee equity, or provide a direct loan for use as working capital or for certain equipment needed to complete a contract on a project financed by a federal, state or local government or a Maryland public utility.

2. Long-Term Guaranty Program

For all eligible firms: MSBDFA may guarantee and pay an interest rate subsidy on a long-term loan made by a financial institution for use as working capital, for buying and installing machinery or equipment, and for making necessary improvements to real property owned by the applicant.

3. Equity Participation Investment Program

For all eligible firms: MSBDFA may invest up to 45% or $100,000 (whichever is less) of the equity needed for a franchise operation. MSBDFA requires its initial investment to be recovered within five years.

4. Surety Bond Guaranty Assistance Program

For all small businesses: This program helps the small contractor secure bonding by guaranteeing up to 90% of the losses that a surety company may incur in the event of a breach of a contract, on a Project financed by a Federal, State or Local government or a Maryland public utility.

A Better Economy For All Of Us

MSBDFA loans, guaranties and investments result in positive economic impact in terms of jobs retained, jobs created, and tax revenue generated.

Help Is Just A Phone Call Away

MSBDFA is among the most innovative state financing programs in the country. A unique opportunity. And it's only available in Maryland. If you think you qualify for our assistance, call us. Together, we can make your business a success. For more information contact the Maryland Small Business Development Financing Authority. The Maryland Small Business Development Financing Authority is an agency of the Maryland Dept. of Economic and Employment Development.

Maryland Small Business Development Financing Authority
217 E. Redwood St., Suite 2200
Baltimore, Maryland 21202
(301) 333-4270

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The Department of Police is accepting applications for police officer positions. These are excellent opportunities to establish rewarding careers. Applications will be considered for the Department's January 1989 recruit class. For applications and information concerning qualifications and benefits, contact the Office of the Chief, 100 West Patrick Street, Frederick, Maryland 21701, 301/694-2106. WILL YOU ACCEPT THE CHALLENGE?
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ADMINISTRATIVE
DIRECTOR OF EVALUATION STRATEGIC PLANNING
The University of Maryland Dental School invites applications for this full-time position available January 15, 1989. Primary responsibilities involve directing program evaluation for the Dental School's Strategic Plan. Functions include preparing progress reports; assisting program directors in management and operation of the program, providing research support, gathering, analyzing and synthesizing information and data; arranging meetings and performing additional activities related to the program. Position requires a Master's degree. Grant management or coordination experience preferred. Salary commensurate with experience and qualifications.
Send curriculum vita by December 5, 1988 to:
Dr. Warren M. Morganstein
Dental School
University of Maryland at Baltimore
666 West Baltimore Street
Baltimore, MD 21201
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Secretary
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The New York State Department of Health announces a Minority Management Development Fellowship Program
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January 31, 1989
To request information please write: Fellowship Program, PO Box 2090 Empire State Plaza, Albany, NY 12220. An affirmative action/equal opportunity employer
N.Y.S. Department of Health

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University-based 2 + 2 Medical Technology Program is now accepting applications for a full-time, 12-month, professional position. Requirements: Master's degree, minimum of three years clinical and/or teaching experience, and national professional certification. Individuals with previous laboratory research experience are encouraged to apply. Duties: Preparing materials and assisting in instruction of laboratory courses in clinical microbiology; participating in faculty research and Medical Technology Program activities. Available: As early as March 1, 1989. Contact: Submit applications including a full vita and three letters of evaluation (sent separately) by February 15 to Professor Anna P. Ciulla, Chairperson, Medical Technology Search Committee, School of Life and Health Sciences, University of Delaware, Newark, DE 19716. The University of Delaware is an equal opportunity employer which encourages application from qualified minority groups and women.

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Instructors needed for Basic and Advanced credit and credit free Real Estate courses. Send resume to Jack Rodgers, Director, Center for Real Estate Education, Catonsville Community College, 800 South Rolling Road, Baltimore, Maryland 21228. Qualified women, minorities and the handicapped are encouraged to apply.

ECONOMIC & COMMUNITY DEVELOPMENT DIVISION CHIEF
$33,154 TO $42,315
Responsible for planning, directing and implementing the Community Development Block Grant Program, an Economic Development Program for the City. Duties include implementing, commercial, revitalization projects establishing and administering financial incentive programs, administering consultant contracts, developing affordable housing, preparing housing assistance plans and other CDBG reporting requirements. Pos. entails supervision of professional and clerical staff, frequent meetings with citizens and developers and public presentations. A minimum of 3 to 5 yrs. exp. and an advanced degree in Public Administration, Business or Urban Planning preferred. Apply by December 5, 1988 to: City of Annapolis, Personnel Office, Annapolis, MD 21401. EOE m/f/h.

SOLICITATION OF QUALIFICATIONS FOR PROFESSIONAL SERVICES
The Queen Anne's County Commissioners are soliciting expressions of interest from aviation engineering firms desiring to perform the work described below, to be undertaken at the **Bay Bridge Airport**, Stevensville, Maryland. The majority of the work under the project is anticipated to be accomplished through a grant of funds from the Federal Aviation Administration over a period of three years and consists of, but not limited to, the following:
1. Rehabilitation of the runway, taxiway, apron area and lighting system.
2. Navigational aides improvements.
3. Expansion of the apron area.
4. Possible taxiway extension.
5. FBO lease review.
6. Airport planning and coordination.
7. Parking area expansion and renovation.
8. Development of hangar buildings.
9. Rehabilitation of maintenance and administrative buildings.

Respondents will be evaluated on the basis of prior experience on aviation engineering work involving planning, design and construction projects at similar airports. Familiarity with FAA and Maryland SAA grant procedures, requirements and technical specifications also will be considered in evaluating respondents' qualifications. Familiarity with Queen Anne's County Zoning Regulations and the Critical Areas Plan will be considered as well. Disadvantaged Business Enterprises are encouraged to apply.
Expressions of interest, with statement of qualifications, including background and experience of the firm as it relates to the projects listed above, should be promptly submitted to the following address.
Ms. Amy S. Coleman
Coordinator
Queen Anne's County Economic Development Commission
P.O. Box 6
Centreville, Maryland 21617
Questions related to this solicitation may be addressed to Ms. Coleman at (301) 758-0371.
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DIRECTOR
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Frostburg State University seeks an energetic person to serve as Director of the FSU Center at Hagerstown, Maryland. The Center was established as an upper division and graduate unit of the University and opened in Fall 1988, initially with three undergraduate programs and one graduate program. These programs serve over 200 students with a strong potential for growth in these and in other programs being planned for the Center. The Director will be responsible for implementing procedures and policies at the Center in collaboration with appropriate offices on the main campus in Frostburg. Other responsibilities include maintaining and augmenting articulation and other agreements with Hagerstown Junior College and educational and service agencies in the greater Hagerstown area and promoting the Center and marketing its programs. The Director will report to the Vice President for Academic Affairs and be a member of the Academic Deans' Council and the President's Cabinet. The Director is expected to reside in the greater Hagerstown area.

Master's degree required; terminal degree desirable. Other qualifications include two to five years experience in higher education administration, preferably with credit continuing education programs. Experience in or direct responsibility for on- or off-campus program marketing and promotional efforts preferred. Salary commensurate with experience. Position available July 1, 1989, contingent upon approval of the position and funding support by the State of Maryland.

Candidates should submit letter of application detailing interest in position and describing experience relevant to position requirements, current vita and the names, addresses and telephone numbers of five professional references, not later than December 15, 1988, to: Mr. C. Douglas Schmidt, Director of Personnel Services, Frostburg State University, Frostburg, Maryland 21532. AA/EOE.

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— Oncology
— Ambulatory Surgery
— Home Health Care
— OB/GYN

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Physical Therapy
Laboratory-Technology
Social Worker
Staff Pharmacist

For further information on Employment Opportunities at our Hospital, please contact the Human Resources Department, Anne Arundel General Hospital and Medical Center, Franklin & Cathedral Streets, Annapolis, MD 21401, (301) 267-1367.
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