

April 22, 2019

Howard County Equal Business Opportunity Commission  
6751 Columbia Gateway Drive, Suite 501  
Columbia, MD 21046

RE: Public Hearing: Equal Business Opportunity Commission – Testimony for Neil Madan

Good Evening! I am here today to express my interest to serve on the Howard County Equal Business Opportunity Commission. As a resident and business owner in Howard County, I have first-hand knowledge of the need and importance of equal business opportunities. Also, I have extensive experience in business development, marketing and strategic sales that could be leveraged to assist the Equal Business Opportunity Commission in fostering and ensuring equity and fairness to all citizens as it relates to engaging with and conducting business in the County.

I am currently the principal owner/agent for The Madan Group, LLC (of Berkshire Hathaway HomeServices PenFed Realty) in Columbia, MD. In this capacity, not only have I had the privilege to serve clients in Howard County and throughout Maryland, Virginia and the District of Columbia, but it has also granted me intimate opportunities to work with local city and county government officials, clergy, and small businesses in our county. Previous to my career transition into real estate, I helped launch a minority-owned advertising and marketing agency (in Maryland) focused on targeting the needs of African-American, Hispanic and Latinos. Other noteworthy experiences have included consulting with and leading educational seminars for business owners on behalf of the U.S. Small Business Administration (SBA) as well as supporting the efforts to receive minority business certifications from the Maryland Department of Transportation (MDOT), the Disadvantaged Business Enterprise (DBE) program, the Minority Business Enterprise (MBE) program, the Local Disadvantaged Business Enterprise (LDBE) program with the Metropolitan Washington Airports Authority, and the Minority Supplier Development Council (MSDC) of Maryland and the District of Columbia.

It would be an honor to serve and expand my contribution to the residents and businesses of Howard County through the important works of the Equal Business Opportunity Commission. I believe my knowledge, tactfulness, abilities and experience are aptly suited for the position and I'm confident that I would be a great addition to the County's deliberations related to procuring goods and services and inclusion of equal business opportunity concerns.

I am happy to entertain any questions you may have. Thank you.



Neil R. Madan