

MBDD NEWS



www.princegeorgescounty.gov/minoritybusiness

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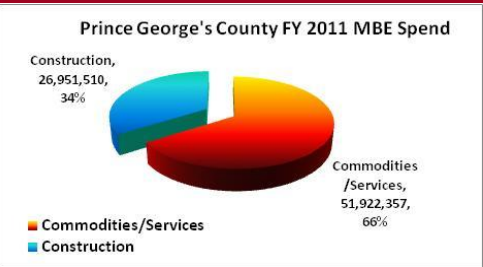


PRINCE GEORGE'S COUNTY EXCEEDS MINORITY SPEND GOAL FOR FISCAL YEAR 2011

Despite a weak economy, MBDD is pleased to report that Prince George's County awarded 31% (\$64 million) of County procurement dollars to registered certified MBE suppliers in FY 2011.

In addition to the County exceeding its minority spend goal of at least 30% of the total dollar value of all county contracts to registered certified minority businesses, the County also spent an additional \$17 million with minority owned businesses that are registered with the County, but not currently certified.

This translates to \$81 million dollars of procurement spend with MBEs!



In addition to spending nearly \$26 million in construction and \$51 million in commodities and services with MBEs, the County also spent another \$2 million in small purchases with diverse minority suppliers as well.

In FY12, MBDD will continue to work with Contracts Administration and Procurement Division (CAP) to maximize procurement opportunities for Prince George's County registered certified MBEs, as well as, certifying MBEs that have registered with Prince George's County, but have not completed the certification process.



COUNTY EXECUTIVE RUSHERN L. BAKER, III SIGNS COMMITMENT LETTER TO LOCAL, SMALL, MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES

County Executive Rushern Baker, III reaffirmed his pledge to creating and maintaining a world-class Local Small Minority Business Enterprise Program, and providing qualified and certified businesses equal access to Prince George's County procurement opportunities via his commitment letter to Local, Small, Minority And Women-Owned Business Enterprises (LSMBEs).

The recently signed letter expressed the Executive's commitment to promoting maximum inclusion efforts that will expand opportunities for Prince George's County LSMBEs.

"We applaud the key role that LSMBEs play in the advancement of the national and local economy," said County Executive Baker. "LSMBEs are an essential element in the County's strategy for providing our customers and community with the most innovative customer focus service possible. The benefits that LSMBEs provide in the form of cost savings, innovations, quality, and integrity allow Prince George's County to provide the citizens of the County with best in class products and services."

"We are committed to researching and recruiting the best LSMBEs to provide the products and services necessary for the successful operation of the County," continued Baker. "We currently and will continue developing long-term relationships with LSMBEs, and we believe that creating a competitive, inclusive procurement environment will lead to more innovative solutions."

If you qualify as a LSMBE and are interested in doing business with Prince George's County, please visit the Minority Business Development Division web page and register at:

<http://www.princegeorgescounty.gov/minoritybusiness>

MBDD REACHES CERTIFICATION MILESTONE

In keeping with our mission to identify and register certified MBEs, MBDD is pleased to announce that we have registered over 900 certified MBEs with Prince George's County. Additionally, MBDD is currently processing another 80 applications of MBEs that recently applied for registration. Our goal is to increase the number of qualified suppliers to source, which increases competition, reduces cost and improves quality. In the coming months MBDD will continue to aggressively engage and register certified MBEs to develop productive business relationships leading to economic growth for the County.



Minority Certification

COUNTY EXECUTIVE INTRODUCES LEGISLATION TO INCLUDE NATIVE AMERICANS IN PRINCE GEORGE'S COUNTY'S MBE DEFINITION

In an effort to amend provisions of the County Code to allow issuances of minority business enterprise certifications to entities at least fifty-one percent (51%) owned by minority individuals, County Executive Rushern L. Baker, III recently introduced legislation to add Native Americans to the definition of minority individuals in Prince George's County.

The new legislation, set to be voted on by the County Council in November, comes on the heels of Native American Heritage month which celebrates the significant contributions that Native Americans made to the establishment and growth of the U.S.



"As a member of the Native American business community, I applaud Prince George's County for taking the steps to include Native Americans into its MBE definition," said Native American business owner Milton Hunt of Hunt International.

"I am convinced that the Native American business community will help put Prince George's County on a path of greatness that will bring the County back to prosperity."

In response to the new legislation, MBDD has already identified over 125 certified Native American companies in the region that we plan to engage and certify with Prince George's County should the legislation be approved by the County Council.



MBDD CONTINUES TO MAKE STRIDES IN OUTREACH TO MBEs

Over the last several months, MBDD has steadfastly worked to increase visibility and awareness of the Division to the minority business community, the community at large and the citizens of Prince George's County. To that end, we are happy to report that since May 2011, MBDD has held and participated in 19 outreach events that have drawn over a thousand MBEs.

2011 Outreach Events

5/10	The Procurement Process: You Have to Plan to Win
5/25	Financing, Capitalization and Bonding
7/27	Taking Your Business to the Next Level
8/17	Doing Business with the Federal Government
9/19	EDI Fund Business Forum
9/22	Who's Lending Money
9/28	Prince George's County MBE Town Hall Meeting
10/12	7 Ways to Turn Your Prospects into Customers
10/24	MDOT Quarterly IT Vendor Day
10/25	Branding Your Business: From the Inside Out
11/9	Credit Qualifying for a Business Loan
11/17	Doing Business with Prince George's County

2011 External Outreach Events

6/28	MD/DC MSDC Procurement Conference
9/6	Maryland Hispanic Business Conference 2011
9/13	Delegates Braveboy-Vaughn - 2011 Stimulus Contract & Procurement Opportunities Fair
10/3	Governor's Office of Minority Affairs MBE University
10/14	MWMCA -Minority Business Expo and Roundtable Symposium of 2011
10/21	School Board Regional Construction Event

The outreach events, which have been held at various times and locations across the County, have all been geared to identifying opportunities, improving business practices and making the most out of your certification.

UPCOMING MBDD OUTREACH EVENT: CREDIT QUALIFYING FOR A BUSINESS LOAN



Last month MBDD launched its Financial Literacy Series in which a different lending institution will bring new and upcoming information on financial loans and programs for small and minority businesses. This month we are showcasing Signal Financial Federal Credit Union. The November 9th seminar will shed light on how to qualify for a business loan and how lenders make lending decisions based on credit analysis. Our featured financial expert will show you the importance of sound financial management to demonstrate your creditworthiness; how to determine your eligibility and readiness and how to be prepared to take your business to the next level in 2012. For more information or to register for the event, log onto: <http://www.princegeorgescounty.gov/minoritybusiness>

REQUEST FOR PROPOSAL

**PRINCE GEORGE'S COUNTY
OFFICE OF INFORMATION
TECHNOLOGY &
COMMUNICATIONS ISSUES RFP
FOR IT CONSULTING AND
TECHNICAL SERVICES**

The Master Contract resulting from this Request for Proposals (RFP) will provide County agencies with the flexibility of obtaining IT resources by issuing Task Order Proposal Requests (TOPR) or Requests for Resumes (RFR) specific to their respective needs. **There is also a mandatory 30% MBE utilization requirement for the RFP.**

The solicitation is broken down into the following seven (7) functional areas:

- Program Management Office
- Application/Software Engineering
- Datacenter/Facilities Management
- Service Desk Support
- Enterprise Architecture & New Technologies
- Information Security
- Documentation and Technical Writing

The Master Contract will function similar to an Indefinite Delivery/Indefinite Quantity (IDIQ) contract, which will allow the County to issue task orders to contractors that have been successful in bidding on task orders in their respective functional areas.

To download a copy of the CATS for Prince George's RFP, please visit the County website at www.princegeorgescountymd.gov.



CMBD ACCEPTING APPLICATIONS FOR THE ACCELERATOR PROGRAM

Through their Local Minority Business Enterprise (LMBE) Accelerator Program, CMBD addresses minority participation gaps in the Prince George's County business community. CMBD focuses on the needs of minority-owned construction firms help players in this industry gain greater access to contract opportunities, and build the capacity to compete.

The LMBE Accelerator Program is designed to help minority-owned construction firms based in Prince George's County build the capacity needed to compete for large-scale construction contracts. The program provides participants with intense specialized training, C-Suite development, personalized consultation, and on-site technical assistance.

During the program, participants have access to classroom instruction, strategic growth counseling, management and marketing assistance, business plan development assistance, financial profile review and technical assistance.

The one-year program provides the groundwork that enables participants to master Accelerator Core Competencies. Participants learn to master these core competencies through nine educational modules. These modules teach business owners how to better manage their firms, improve back office operations, meet industry standards, and embrace cutting-edge technologies.

The LMBE Accelerator identifies and addresses participants' specific needs through:

- One-On-One Coaching
- Assessment
- Interviews & Questionnaires
- On-Site Review

For more information on the Accelerator Program, please visit:
<http://www.cmbd.biz/lmbe-accelerator-program->

MD/DC MSDC Celebrates 2011 Leadership Awards Gala



For 30 years, consecutively, the Maryland/District of Columbia Minority Supplier Development Council (MD/DC MSDC) has convened in grand fashion at its Annual Leadership Awards Gala to celebrate trendsetters and trailblazers in supplier diversity. This year was no different. The gala drew over 500 MBEs, corporations and government entities, as well as, featuring Prince George's County Executive Rushern L. Baker, III and Maryland Lieutenant Governor Anthony G. Brown as keynote speakers. Also on hand to celebrate these leaders were Robert L. Johnson, Founder & Chairman, The RLJ Companies and Black Entertainment Television (BET) and Luwanda Jenkins, Special Secretary of the Governor's Office of Minority Affairs.

County Council Member Andrea Harrison Hosts Business Mixer in District 5

Business Owners in District 5 are encouraged to attend a Business Mixer on Thursday, November 10, 2011, from 8 to 11 a.m. to meet Council Member Andrea Harrison (D), District 5, Gwen McCall, President, Economic Development Corporation and individuals who are responsible for promoting and assisting the local business community.

Also, Lynne Snyder, Property and General Manager for the Centre at Forestville and Woodmore Towne Centre will share information about contracting opportunities at both locations. Business Mixers are being held throughout the Councilmatic Districts to connect business owners with their Council Members and local opportunities.

Interested concerns should contact Mirinda Jackson, MBE Compliance Manager at 301-962-4919 or MDJackson1@co.pg.md.us

Join Prince George's County Council Member
Andrea C. Harrison
for

BETTER BUSINESS TOGETHER
District 5
Business
Mixer



Special Guest Speaker
Lynne Snyder
Property Manager for
Woodmore Towne Center
Petrie-Ross

Petrie-Ross Ventures
MEMBER OF THE PETRIE-ROSS GROUP

WOODMORE TOWNE CENTRE
AT GLENARDEN

Thursday, November 10, 2011

8:00 - 11:00 AM

Local business owners are invited to come discuss MBE opportunities and other economic development issues including jobs and capacity building unique to District 5.

Wegman's Woodmore (Fire Side Room)
9001 McHugh Drive
Lanham, MD 20706

RSVP: Mirinda Jackson, MBE Compliance Manager, MDJackson1@co.pg.md.us or 301-952-4919 no later than October 28, 2011.



County Executive Baker Leads Economic Development Bus Tour of Prince George's County for "Maryland Economic Development Week"



Organized by the Prince George's County Economic Development Corporation (EDC), the Economic Development Bus Tour featured three locations in the County, the Brick Yard Business Park in Beltsville, Hillcrest Heights Shopping Center in Temple Hills, and TSI Exterior Wall Systems in Upper Marlboro. Additionally, the tour consisted of the announcement of a new Evergreen Supermarket to be opened in the Hillcrest Heights Shopping Center.

"From Day 1, my administration has been focused on economic development to create jobs, increase our commercial tax base, and provide additional revenues for education and public safety," said Baker. "I want to thank the Prince George's County Economic Development Corporation for putting together this bus tour for 'Maryland Economic Development Week' and highlighting our accomplishments so far and our vision for a more prosperous future for our residents."

Mr. Baker was joined by Prince George's County Council Members Mel Franklin, Andrea Harrison, Mary Lehman, Eric Olsen and Karen Toles, as well as, Delegates Dereck E. Davis and Carolyn J.B. Howard. Several members of the County Executive's Economic Development Team and EDC were also present.



Visit Us On The Web:

For valuable information about events, resources, trainings and procurement opportunities in Prince George's County targeted toward small, minority and women-owned businesses, be sure to visit our website for updates:
<http://www.princegeorgescountymd.gov/minoritybusiness>