

CRMSDC 2019

ANNUAL BUSINESS REPORT



Sharon R. Pinder • President & CEO



Capital Region
Minority Supplier
Development Council



TOC

3

2019 Overview

19

Certification

26

CRMSDC Making
A Difference in
Our Market

5

2019 Board of
Directors

22

MBEIC

27 Breakfast with the
President featuring MBE
PitchMania at Horseshoe
Casino

28 "Girl's Trip" an Afternoon at
McCormick

29 "Get on the Metro" Business
Tour with WMATA & MWAA

31 Super MatchMaker
Conference

33 Annual Business Golf Outing

36 MBDA FPC "Partnering to
Scale" Webinar Series

37 38th Annual Leaders &
Legends featuring Top 100
MBE Awards

45 Annual Business Meeting
hosted by Capital One

12

CRMSDC Corporate
Members

23

2019 In-Review

16

CRMSDC Consortium
Team

25

Executive Education
Programs

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

2019 OVERVIEW

The Capital Region Minority Supplier Development Council (CRMSDC) has remained steadfast in its commitment to support our MBEs, corporate and government members by providing services that help ensure supplier diversity goals are met through the engagement of highly qualified, prepared MBEs.

In 2019, our plan is to continue to initiate and implement bold changes in our programs and enhance service delivery. The plan serves as our blueprint for achieving our mission, focusing on the areas of: budget, increasing our membership; and enhancing our services.

The Plan presents five organizational goals developed to ensure the success and continued relevancy of CRMSDC into the next decade. Additionally, the plan provides a framework for achieving these goals by laying out an implementation plan which includes more strategic communication and marketing plans, as well as a renewed emphasis on reaching out to all our current members to evaluate the value of our current services and develop innovative new services.

2019 OVERVIEW

The plan serves as our blueprint for achieving our mission, focusing on the areas of: budget, increasing our membership.

Goal One

Increase the amount of new spend by corporate members and MBEs

Goal Two

Increase the number of corporate members by adding by ten percent

Goal Three

Expand framework of services to corporate members and suppliers.

Goal Four

Recruit, retain, and develop MBEs capable of meeting the needs of our corporate members.

Retain number of certified MBEs and increase new certifications by twenty percent.

Goal Five

Identify and implement sustainable sources of revenue and operate efficiently and to NMSDC Z.O.N.E. Standards.

2019 BOARD OF DIRECTORS

**New to the CRMSDC Board
of Directors during 2019:**

Victor Davis
Washington Gas

Tracye Funn
Washington Gas

Kim Harwell
DB Commercial Group, LLC

Blair Hayes, Ph.D.
University of Maryland Global Campus

**During 2019, one person
left board service:**

Fred Lona
Retired from Hilton



BOARD OF DIRECTORS



2019 BOARD OF DIRECTORS / EXECUTIVE COMMITTEE



Roland L. Jones

Board Chair
Director, Office of
Central Services
Prince George's County
Government



Sharon R. Pinder

President and CEO
Capital Region Minority
Supplier Development
Council



Frank Kelly

1st Vice Chair
Director, Procurement
Opportunity Program,
Baltimore Gas & Electric,
An Exelon Company



Diane Dempsey

2nd Vice Chair
Director, Socio Economic
Business Programs
BAE Systems, Intelligence &
Security Sector



Tracey Edwards

Secretary
Supplier Diversity Program
Manager, Office of Supplier
Diversity & Inclusion
Washington Suburban
Sanitary Commission



Graylin Smith

Treasurer
Chair, Finance Committee
Managing Partner
SB & Company, LLC



Barron L. Stroud, Jr.

General Counsel
Partner/CEO
Stroud Priest, LLC



Kevin Williams

Chairman, MBE Input Committee
CEO
TekConnX, LLC

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

2019 BOARD OF DIRECTORS / COMMITTEE CHAIRS



Tomaneci A. Day

Chair, Training and Education Committee
Supplier Diversity Manager, Vendor & Diversity Management Office
Freddie Mac



Darlene Fuller

Co-Chair, Certification Committee
Senior Director, Supplier Diversity
Sodexo, Inc.



Charles Martin

Chair, Certification Committee
Admin Vice President & CRA Officer
M&T Bank



Charlie Partridge

Chair, Public Policy Committee
Regional Manager
Pepco Holdings—
An Exelon Company



Robyn Snyder

Chair, Membership Committee
Supplier Diversity Program Manager
Lockheed Martin



Roxanne Wilson

CO-Chair, Procurement Committee
Supplier Diversity Manager
Fannie Mae

2019 BOARD OF DIRECTORS



Allison Bloor

Enterprise Supplier
Management
Capital One



Angela Clarke

Senior Director of
Purchasing
Marriott International, Inc.



**Sheila Dews-
Johnson**

Director, Supplier
Diversity Program
McCormick & Company, Inc.



Tracye Funn

Manager Corporate
Contributions and
Supplier Diversity
Washington Gas



Chireda Gaither

Small Business Liaison
Leidos



Shakira Garcia

Eastern Supplier Diversity
& Community
Relations Manager
Caesars Entertainment



Monica M. Graham

Sector Manager, Global Supplier
Diversity Programs
Northrop Grumman
Corporation Mission Systems



Claude Gregory

Managing Member
Financial & Realty
Services, LLC

2019 BOARD OF DIRECTORS



Kim Harwell

Chief Executive Officer
DB Commercial Group, LLC



Blair Hayes, Ph.D.

Vice President, Chief Diversity
Officer and Ombudsman
University of Maryland
Global Campus



**Anthony
Irudhayanathan**

President & CEO
Zillion Technologies, Inc.



Kimberly Marcus

Director, Supplier Diversity
AARP



Necole Parker

CEO
ELOCEN Group, LLC



**Anjali "Ann"
Ramakumaran**

CEO
Ampcus



**Jarred Mikael
Ricks**

Business Banking –
Relationship Manager
M&T Bank



Jimmy Rhee

Special Secretary
Governor's Office of
Small, Minority &
Women Business Affairs

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

2019 BOARD OF DIRECTORS



Michelle Smith

National Vice Chair, MBEIC
President
1st Choice



Arnold Sowa

Retired Chief Procurement
Officer
MetLife Retiree



Paul Taylor

Director
Mayor's Office Small, Minority
and Women Business
City of Baltimore



**DeVance Walker, Jr.,
Ph.D.**

Co-Chair Strategic Plan Committee
Senior Manager, Business
Procurement Development
Department of Procurement



**Robert L.
Wallace, Ph.D.**

President & CEO
BITHGROUP
Technologies, Inc.



Rupert R. Warner, Jr.

Program Manager,
Supplier Diversity
United States Postal Service



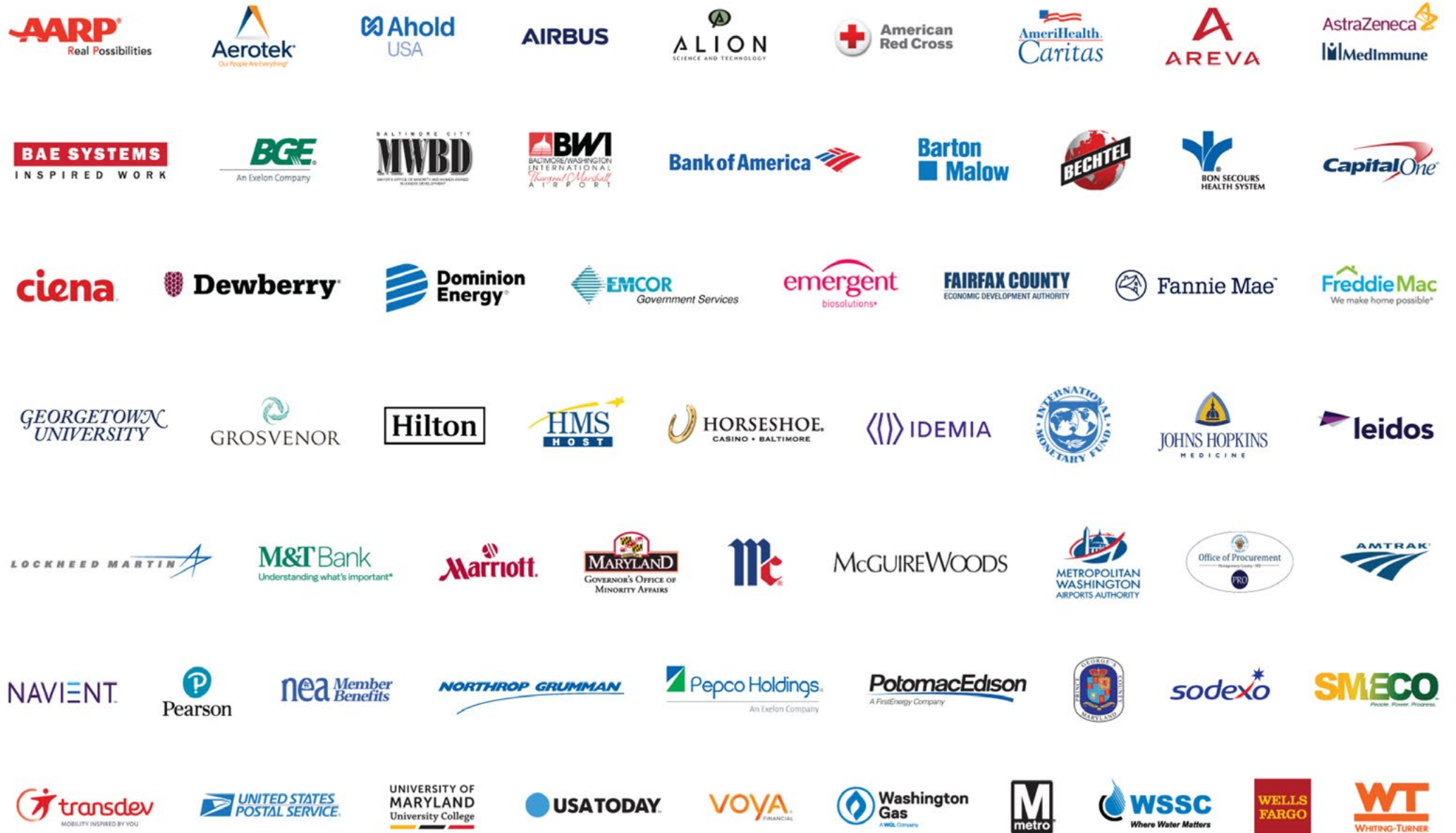
Cora Williams

President
Ideal Electrical Supply
Corporation

OUR CORPORATE MEMBERS

Here at the Capital Region, we are proud of our Corporations, and they had an interesting year. We ripped a few things from the headlines...

CRMSDC CORPORATE MEMBERS



**FORBES' 2019
TOP 500
WORLD'S
LARGEST
PUBLIC
COMPANIES
INCLUDED
15 OF OUR
CORPORATE
MEMBERS**

#8 Bank of America

#17 Wells Fargo

#62 Siemens

#145 Lockheed Martin

#161 Capital One

#169 Exelon

#237 AstraZeneca

#241 Northrop Grumman

#276 Dominion Energy

#328 Fannie Mae

#340 Freddie Mac

#389 BAE Systems

#439 AIRBUS

#458 Marriott

#482 Southwest Airlines

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

*“**Capital One** cuts ribbon on the DC area’s tallest office building” –WTOP News*

Voya Financial recertified as a Great Place to Work”
–Yahoo Finance

Bank of America announces 2019 Neighborhood Builders Grants”
–Patch

“Ravens partner with research company **Leidos** to take back unused prescription drugs before Sunday’s game” –The Baltimore Sun

HEADLINE NEWS

Lockheed Martin secures \$63M Navy deal for production of USW” –Yahoo Finance

*“**Dominion Energy** pledges to replace all Virginia diesel school buses with electric ones by 2030” –Fairfax Times*

Freddie Mac Insights: Opportunity Zones ripe for multi-family investments” –Globest.com

THE CRMSDC CONSORTIUM

Our Year started out with great expectations. We recognized that we had to meet our board's mandate to:

- 1 continue to grow the organization;**
- 2 to define who we will be in the future;**
- 3 while adding value to both our corporate members and suppliers.**

We could not possibly do any of this without our dedicated and talented team.



The CRMSDC Business Consortium is our brand for describing the uniting of our unique assets – CRMSDC, MBDA Business Center, Washington, DC and the MBDA Federal Procurement Center – the only one of its kind in the Country.

Joining us this year were Tommy Marks as the new Director of MBDA Federal Procurement Center and Errol Taylor as CRMSDC's Director of MBE Services.

Capital Region
Minority Supplier
Development Council

BUSINESS CONSORTIUM

This Consortium gives our clients unprecedented triple access to new regional, national and global business opportunities by uniting three powerful entities:



Capital Region
Minority Supplier
Development Council



MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE

Operated by the Capital Region
Minority Supplier Development Council



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESS CENTER
U.S. DEPARTMENT OF COMMERCE

Operated by the Capital Region
Minority Supplier Development Council

CRMSDC TEAM

Sharon R. Pinder
President & CEO

Sonya Bigelow Smith
Director of Business
Development

Christine Bivens
Program Manager, Certification

Gina Dyson
Director of Operations and
Recertification Specialist

Joan Hairston
Director of Corporate Services

Errol Taylor
Director of MBE Services

Jacob Brown
Intern

MBDA BUSINESS CENTER, CAPITAL REGION TEAM

Dennis Smith
Director

Kyla Ramdat
Program Analyst

Kenneth Clark
Business Consultant

MBDA FEDERAL PROCUREMENT CENTER TEAM

Tommy Marks
Director

Owen Jackson
Business Consultant

Claudia Barrera
Project Analyst

Dayvie Pachall
Business Consultant

Kim Harwell
Business Consultant

Anthony "Tony" Robinson
Business Consultant

CERTIFICATION

Our core product for 47 years has been our certification capability. Along with our impressive list of corporate members, we are very proud of our MBEs. Thanks to the leadership of Charles Martin, Darlene Fuller, and a committed committee:

- Darlene Fuller, Sodexo
- Charles Martin, M&T Bank
- Tracey Edwards, WSSC
- Claïresse Jackson, Alion Science and Technology
- Robyn Snyder, Lockheed Martin
- Dalila Perla, WSSC
- Jarred Ricks, M&T Bank
- Errol Taylor, CRMSDC
- Christine Bivens, CRMSDC



Also shown is our **“Fast Facts”** analysis of our MBEs that highlight, MBEs by Class/Revenue, Years In Business, and number of Full Time Employees.

CERTIFICATION



Darlene Fuller

Co-Chair Certification
Senior Director, Supplier Diversity
Sodexo, Inc.

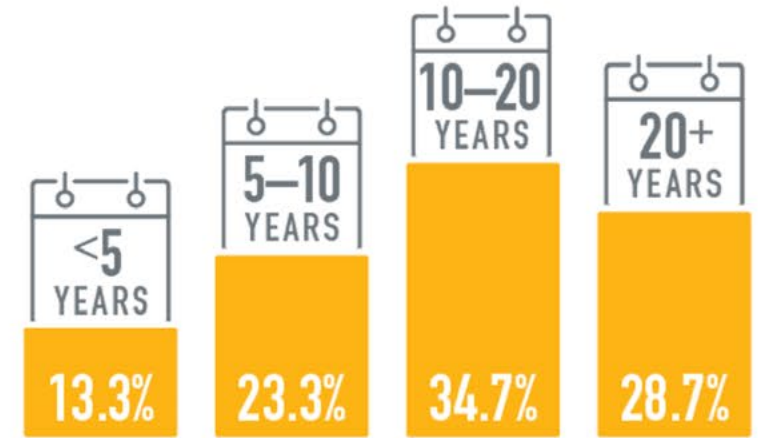


Charles Martin

Co-Chair, Certification Committee
Admin Vice President & CRA Officer
M&T Bank

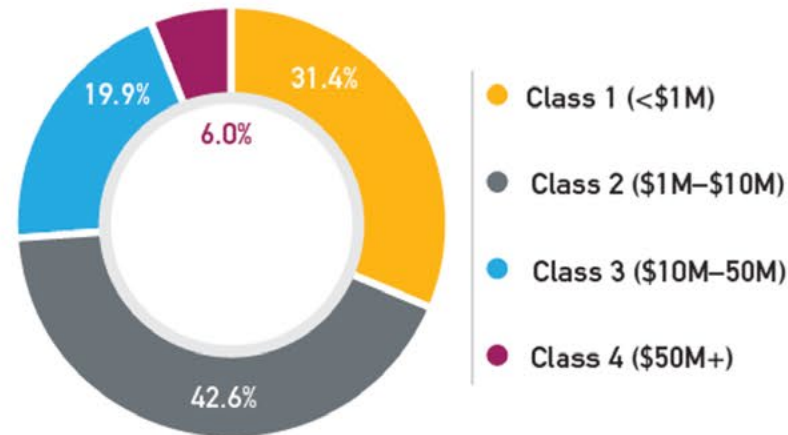
FAST FACTS ABOUT CRMSDC MBES

CRMSDC MBEs Years in Business



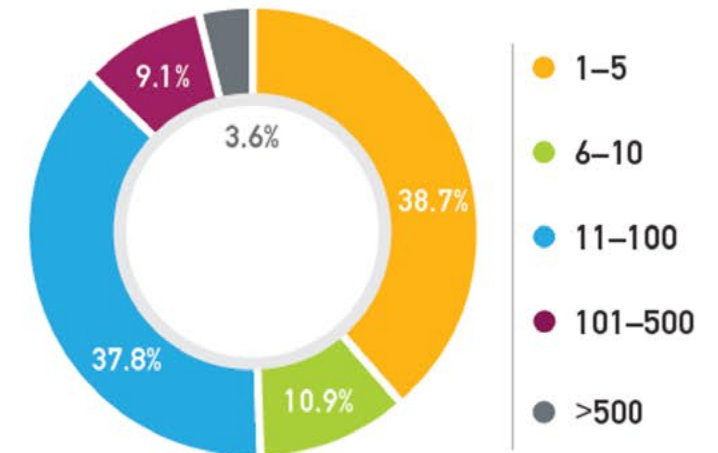
63.4% of CRMSDC's MBE's have been in business 10 years or more.

MBEs by Class / Revenue



68.6% of CRMSDC's MBEs have Annual Revenue of More Than \$1 million.

Number of Full-Time Employees



MBEIC

MBEIC continued into 2019 under the leadership of Kevin Williams, CEO of TekconnX. The January MBEIC Kick-Off Breakfast was hosted at PEPCO Gallery and featured our first MBE Pitchmania event.



Kevin Williams

Chairman, MBE Input Committee
CEO, TekConnX, LLC



SUPER MATCHMAKER CONFERENCE

In May we embarked upon our 4th annual Super Matchmaker Conference hosted by Freddie Mac in McClean, Virginia. We hosted over 300 attendees and over 30 corporate members to participate in our one-on-one matchmaker sessions and corporate roundtable discussions. Featured this year were mainstage presentations by Victor Hoskins, Director, Arlington Economic Development to speak about Amazon's new headquarters coming to the region and we also heard from Jason Trimiew, Head of Supplier Diversity at Facebook who discussed how diverse-owned firms should utilize and leverage their social media tools. And the day didn't stop there... we heard from one of our newest corporate members, IDEMIA, listened to MBDA share more about their new Inclusive Innovation Initiative and from WMATA who provided an overview of billions of dollars of upcoming projects.

Highlight Reel: www.youtube.com/watch?v=0HCoalnm3EY



BUSINESS GOLF OUTING

In June, we held our annual golf outing at Woodmore Country Club. The MBE led committee **Valarie Dock, CEO of Balano** and **Renee Sandford of Zillion Technologies**, did an outstanding job. We golfed with a purpose. The University of Maryland Eastern Shore is the country's only HBCU with a PGA curriculum. Our "**Beat the Pro**" was one of the students from the golf program. A donation was made on behalf of our golfers to the UMES' golf program. Again this year corporations hosted tables at lunch and sent representatives to talk to our business owners.

“GET ON THE METRO” WITH WMATA AND MWAA

This year we partnered with two of our very special corporate members to host our “Get on the Bus” Business Tour for our minority businesses. We were transported as a courtesy of WMATA on one of their accordion buses to travel to their new “smart” garage in Prince George’s County to learn more about Metro’s expansion and upcoming projects. Then we loaded up after a delicious lunch and headed over to MWAA at Ronald Regan National Airport to learn about specific business opportunities for our MBEs. Our day was collaborative, informative and an innovative way to connect our MBEs to real opportunities.



Washington Business Journal Recognition “The List”

We made it! This year we are very happy and proud to share that we were recognized by The Washington Business Journal as one of the largest business advocacy groups in Greater D.C. This award recognizes The Capital Region Minority Supplier Development Council (#13) as one of the Top 30 advocacy groups in Greater Washington, D.C. This is a testament to our ongoing dedication and hard work put in by our Board of Directors, Consortium Staff, Corporate Members and MBEs.

CRMSDC 38TH ANNUAL

LEADERS & LEGENDS *Featuring* AWARDS CEREMONY



In October, we held a memorable awards recognition program. Our 38th Annual Leaders & Legends and 12th Annual Top 100 MBE Awards was held again at the beautiful MGM Theatre and Grand Ballroom. This year during our reception, the one and only Roland Martin interviewed some of our special awardees while our guests had an opportunity to network and stroll the Red Carpet. This year we recognized our Corporation of the Year, MBDA, Supplier of the Year, Legacy in Leadership, Reginald F. Lewis Lifetime Achievement and Parren J. Mitchell Vanguard for Justice Awards. Again our Top 100 MBEs were recognized and showcased in a lively celebration.

Highlight Reel: www.youtube.com/watch?v=1hX5WAT30QU



MBE CEO LEADERSHIP ACADEMY

**WENDY
ARCHER**

Groshell Logistics
Inc.

**JUDE
DECOTEAU**

Whole Realm
Technologies, LLC

**STEPHANIE
GLADDEN**

Janitlfeather

**ROSA
GRIFFIN**

PChange

**LORNA
GROSS**

SAVANT Interior
Design

**HARRY
HOLT**

BITHGROUP
Technologies, Inc.

**TOYA
MITCHELL**

Lord & Mitchell,
Inc.

**DURECIA
MOORER**

ABCD & Company

**PALS
NAGARAJ**

Strategic I Tech
LLC

**VICTOR
ONWUKA**

BITHGROUP
Technologies, Inc.

**ISABELLA
PINA**

Inspired Solutions,
Inc.

**KEVIN
SCHELL**

The Elocen Group,
LLC

CRMSDC MAKING A DIFFERENCE IN OUR MARKET

OUR SIGNATURE EVENTS

Breakfast with the President featuring MBE PitchMania at Horseshoe Casino

"Girl's Trip" an Afternoon at McCormick

"Get on the Metro" Business Tour with WMATA & MWAA

Super MatchMaker Conference

Annual Business Golf Outing

MBDA FPC "Partnering to Scale" Webinar Series

38th Annual Leaders & Legends featuring Top 100 MBE Awards

Annual Business Meeting hosted by Capital One

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

BREAKFAST with the PRESIDENT

FEATURING **MBE PitchMania**



CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

BREAKFAST WITH THE PRESIDENT FEATURING MBE PITCHMANIA AT HORSESHOE CASINO

McCORMICK



CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**

GIRL'S TRIP AN AFTERNOON AT McCORMICK





CRMSDC 2019

ANNUAL BUSINESS REPORT

"GET ON THE METRO BUSINESS TOUR" FEATURING WMATA & MWAA



WASHINGTON
BUSINESS JOURNAL

T H E L I S T

— 2019 —

LARGEST
BUSINESS
ADVOCACY GROUPS
IN GREATER D.C.

Capital Region Minority
Supplier Development Council

CRMSDC 2019

ANNUAL
BUSINESS
REPORT

WE MADE "THE LIST"







It was a pleasure meeting you yesterday! What a great event you all pulled together!

I met some really great people that we'll hopefully be able to do business with.

Lynn Weber-Wall
Director of Supplier Diversity | Corporate Procurement | AVP | M&T Bank



I just wanted to send a note to say Bravo—for yesterday's Super Matchmaker. This was my first

CRMSDC event, and I was greatly impressed with the fresh format. We had a chance to meet and speak with a lot of qualified MBEs without feeling overwhelmed and exhausted.

Along with the very wise use of time, the informational content was excellent and future-facing. Jim and I were happy to be a part of it.

Many thanks to you and the CRMSDC team.

Jill S. Davis
Vice President, Marketing Manager | Global Supplier Diversity | JPMorgan Chase & Co.



Super Matchmaker Conference

ATTENDEES
SHARE THE
LOVE



I would like to echo everything Sharon stated

below, outstanding execution and incredible results. As Chairman of the Board I would like to CONGRATULATE everyone on a tour de force of an event. I'm proud to be a part of this great organization and all we do for we do it to a level of excellence. Thank you for all you do.

Roland L. Jones
CEO & President
Jones & Associates
Strategic Consulting, LLC



OMG, the Super Matchmaker was more than super, it was

absolutely completely OUTSTANDING in every respect!! I've never attended anything better, ever! It turned the Annual Procurement Conference upside down!

You can count on me attending each and every year that Veritiss remains a small business. However, thanks to CRMSDC and its Super Matchmaker, you have set the stage for Veritiss and other small businesses to succeed and grow. Thanks for providing us this incredible opportunity to market to government agencies, large businesses, and with one another.

Please accept my heartfelt thanks for an outstanding job well done! Thank YOU!

Carmen L. Powell
President and CEO | Veritiss LLC



Just a quick CONGRATS on a great event on May 9 - the Super Matchmaker Conference. The lineup of speakers and the networking were top notch!!

Mark Hite | Senior Business Development and Capture Manager | ARK Solutions

CRMSDC 2019

ANNUAL
BUSINESS
REPORT

SUPER MATCHMAKER CONFERENCE





CRMSDC'S ANNUAL
GOLF
CLASSIC

.....

**The Best Business Networking
and Golf Experience**
*Where Corporations and
Minority Suppliers
Meet!*

Monday, June 24, 2019
The Country Club at Woodmore

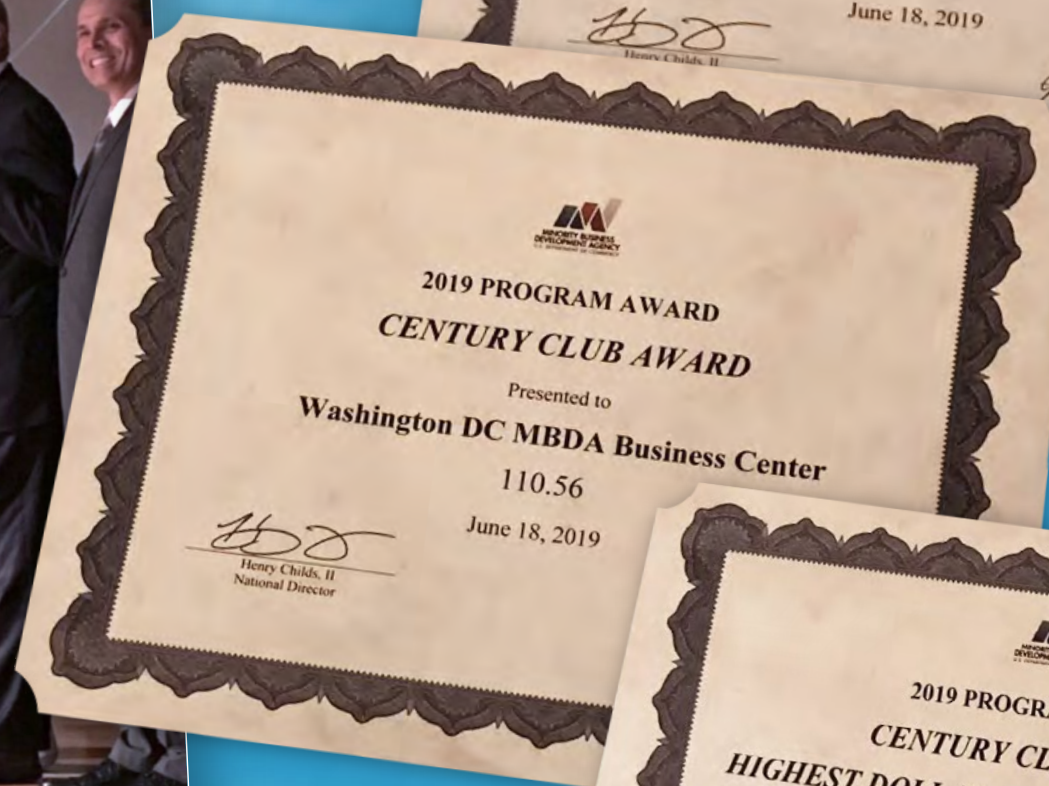




MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE



MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE



CRMSDC 2019

**ANNUAL
 BUSINESS
 REPORT**

MBDA AWARDS

Partnering to SCALE

8/13/2019 Silver Spring Civic Building
8:30am-4pm 1 Veterans Place
Silver Spring, MD 20910

Light Breakfast and Lunch included



Gain game changing insights that will help grow your business to the next level through targeted procurement opportunities with the Federal Government and partnering opportunities with other MBEs and SDBs.

- ATTEND THIS EVENT FOR**
- Panel Discussions with Contract Opportunities
 - Corporate Roundtables and Matchmaking
 - MBE2MBE Networking

Register at mbdafpcpartneringtoscale.eventbrite.com

www.mbdafpc.com

Capital Region Minority Supplier Development Council
MBDA FPC is operated by

Presents... FPCONNECT WEBINAR SERIES

MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE

A product of the Partnering to SCALE Signature Series

NOV 5 2019

1PM - 2PM

How To Do Business with the Federal Government/ Opportunities at Homeland Security

The Federal Government awards billions of contracting dollars annually in order to support its mission. Historically, more than 20 percent of this total goes to small businesses. Tune into this webinar series to get step by step instructions on claiming or increasing your share of federal government business.

Featured Speaker

E. Darlene Bullock

Our featured speaker E. Darlene Bullock has over 25 years of experience in procurement, federal assistance, and acquisitions management. She began serving as the Deputy Director of the management. She began serving as the Deputy Director of the U.S. Department of Homeland Security (DHS), Office of Small and Disadvantaged Business Utilization (OSDBU) in June 2015. Bullock is also a Senior Procurement Analyst in the OSDBU serving as the Program Manager for several small business programs to include: 8(a), small disadvantaged, and women-owned. She also is a Desk officer providing technical procurement and small business support to four DHS operational contracting offices.



Partnering to SCALE

8/13/2019 Silver Spring Civic Building
8:30am-4pm 1 Veterans Place
Silver Spring, MD 20910



Register Now

How To Do Business with the Federal Government



1800 Diagonal Road, Suite 600
Alexandria, VA 22314
301.857.0200
www.mbdafpc.com
info@mbda-fpc.com

STEP 1

Determine what you want to sell and your business size.

It is very important that you first determine the exact product or service you wish to sell. There are different marketing strategies and customers within the Agency for each product or service.

Once you have chosen your product/service, find the North American Industry Classification System (NAICS) code under which it falls. Then use the Small Business Administration (SBA) size standard table to determine your business size in that NAICS code. It's not uncommon for companies to qualify as small for one type of product they sell, but as large for another.

STEP 2

Register in the System for Award Management (SAM).

You must be registered in the SAM in order to be awarded a contract by any federal agency. You will need a Data Universal Number System (DUNS) number, which you can obtain from Dun and Bradstreet by calling 1.800.333.0505 or by visiting their website at www.dnb.com

Whenever there is a change in your business status, it is necessary to update your company's profile in SAM (e.g. if your company attains 8(a) status). www.sam.gov

Contracting officers, contract specialists, small business specialists and others utilize SAM as a tool to identify small business concerns for potential prime contracts and subcontracts.

STEP 3

Identify which Agency buys your product or service.

Review the Agency web page, which provides a brief description of what the Agency purchases, as well as a phone number for their small business office and a link to a list of their small business specialists who are here to answer your questions about doing business with their command.

Use the Federal Procurement Data System (FPDS) to find the list of contracts relevant to you (www.fpds.gov). This system maintains records of all federal contracts since the 1970s. Begin by using the ezSearch tool to find recently awarded contracts in your NAICS code. As you progress, you may find it useful to create an account and put together your

own ad hoc reports to hone in on past contracts that are set to expire soon.

Sell local. Use the Agency website to locate small business specialists. Call them or schedule a meeting to introduce yourself and ask for information on upcoming contracting opportunities.

STEP 4

Identify current procurement opportunities.

All federal business opportunities are posted on the Federal Business Opportunities website - www.fbo.gov. This is a single point of entry for federal government and should be monitored daily.

STEP 5

Become familiar with contracting regulations and procedures.

There are regulations applicable to contracts that are awarded by the Federal Government Agencies that you need to be familiar with. Beware that they do change from time to time. Regulations and Supplements applicable to the business with the Federal Government are:

- Federal Acquisitions Regulations- All Federal Agencies
- The Defense Federal Acquisition Regulations Supplement

STEP 6

Utilize the Agency Small Business Programs.

Federal Agencies run several socioeconomic programs that provide assistance to small businesses of various types. These are:

- Service-Disabled / Veteran-Owned Small Business Program
- HUBZone Small Business Program
- Small Disadvantaged / 8(a) Business Program
- Woman-Owned Small Business Program
- Small Business Innovation Research Program
- Small Business Technology Transfer Program
- Historical Black Colleges and Universities / Minority Institutions Program
- Mentor-Protégé Program



The nation's *only* regional awards program for minority businesses

CRMSDC 38TH ANNUAL LEADERS & LEGENDS AWARDS CEREMONY



OCT 3 2019 | MGM NATIONAL HARBOR



CELEBRATING THE BEST AND BRIGHTEST





2019

Capital Region
Minority Supplier
Development Council

Capital Region
Minority Supplier
Development Council

**CORPORATION OF
THE YEAR**

**WASHINGTON
METROPOLITAN
AREA TRANSIT
AUTHORITY**

CRMSDC 2019

**ANNUAL
BUSINESS
REPORT**



LEGACY IN
LEADERSHIP
AWARD

REGINALD F. LEWIS
LIFETIME ACHIEVEMENT
AWARD

PARREN J. MITCHELL
VANGUARD FOR JUSTICE
AWARD



**HENRY
CHILDS, II**

National Director, US Department
of Commerce Minority Business
Development Agency



**BOYD
RUTHERFORD**

Lieutenant Governor
for the State of Maryland



**CARL D.
JONES**

Entrepreneur



**MARILYN J.
MOSBY**

State's Attorney for
Baltimore City



**DARRYL
BARNES**

Member of Maryland House
of Delegates; Chairman of
Maryland Legislative Black
Caucus

MBDA AWARD WINNERS



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESS CENTER
U.S. DEPARTMENT OF COMMERCE



Tisa J.D. Clark
President & CEO



Irving McConnell
CEO



MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE



Abe Abraham
President & CEO



SUPPLIER OF THE YEAR AWARDS

1 CLASS ONE



**SAURABH
KAPOOR**
CEO

**PAYAL
KAPOOR**
Director of
Operations

2 CLASS TWO



**NECOLE
PARKER GREEN**
CEO

3 CLASS THREE



**ROBERT L.
WALLACE**
President & CEO

4 CLASS FOUR



**DEBASISH
HOTA**
CEO

2018 CRMSDC
SUPPLIER OF
THE YEAR

2019 REGIONAL
SUPPLIER OF
THE YEAR

1 CLASS
ONE

CRMSDC 2019
ANNUAL
BUSINESS
REPORT



WINNER

Olan Associates, LLC
Anyi Elekwachi, Ph.D.
President & CEO

2018 CRMSDC
SUPPLIER OF
THE YEAR

2019 NATIONAL
SUPPLIER OF
THE YEAR

CLASS
TWO

CRMSDC 2019
**ANNUAL
BUSINESS
REPORT**



SRB Communications, LLC
Sheila Dean Brooks, Ph.D.
President, Founder & CEO

CRMSDC 2019

ANNUAL BUSINESS MEETING

NOVEMBER 22, 2019





Capital Region Minority Supplier Development Council

10750 Columbia Pike
Suite 200
Silver Spring, MD 20901
301.593.5860
www.crmsdc.org



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

10750 Columbia Pike
Suite 200
Silver Spring, MD 20901
301.242.5320
www.mbdadc.com



MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE

1800 Diagonal Road
Suite 600
Alexandria, VA 22314
301.857.0200
www.mbdafpc.com