

2020 CRMSDC  
**ANNUAL  
BUSINESS  
REPORT**



**Capital Region  
Minority Supplier  
Development Council**



Sharon R. Pinder • President & CEO

# TOC

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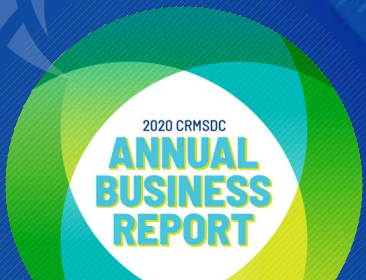
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# 2020 OVERVIEW

**This year, as the world faced a crisis like no other, the Capital Region Minority Supplier Development Council swung into action.**

**In response to the crisis, we quickly focused on our corporate members' most critical needs. We streamlined our procedures and rapidly embraced remote work to speed up decision-making, policy discussions, technical assistance, and training.**

There is an old economic adage that states “When America sneezes, the world catches a cold”. We believe when America sneezes, minority businesses catch pneumonia. This is evident by the impact of the Coronavirus Pandemic of 2020, layered with the social injustice suffered during the George Floyd tragedy. Throughout all of this, Black, Latino and other minority businesses are suffering.

It is reported by the National Bureau of Economic Research that 41 percent of Black-owned businesses – some 440,000 enterprises – have been shuttered by COVID-19, compared to 17 percent of white-owned businesses.

According to the Economic Policy Institute, “The disparate racial impact of the virus is deeply rooted in historic and ongoing social and economic injustices. Persistent racial disparities in health status, access to health care, wealth, employment, wages, housing, income, and poverty all contribute greater susceptibility to the virus – both economically and physically.”

This Annual Report reflects the how CRMSDC pivoted during the pandemic—with a focus on adding value to our corporate members and our minority business suppliers. Along the way we recognized the positive impact of the work and service we delivered.

Sharon R. Pinder, President & CEO



# 2020 OVERVIEW

In 2020, our plan had to plan to accommodate the impact of the pandemic.

## OUR PLAN:

### Goal One

Implement policies and services to support the infrastructure of working remotely and providing services to corporate members and MBEs.

### Goal Two

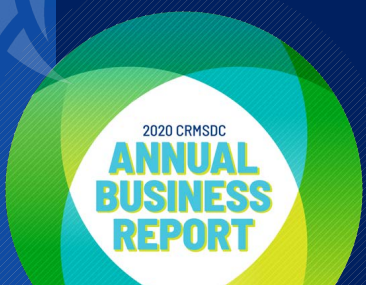
Retain the number of corporate members. Recruit new corporate members by adding five percent.

### Goal Three

Recruit, retain and support MBEs during the pandemic crisis.

### Goal Four

Identify alternative sources of revenue to support the organization during the pandemic.





# 2020 BOARD OF DIRECTORS

**New to the CRMSDC  
Board of Directors  
during 2020:**

Simone Ray  
Hilton Supply Management

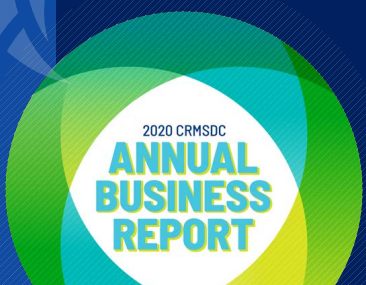
Rita Brooks  
SAIC

Clairese Jackson  
Alion Science and Technology

**During 2020, two people  
left board service:**

Dr. DeVance Walker  
Montgomery County Government

Charlie Partridge  
Pepco Holding, Inc.



# BOARD OF DIRECTORS / EXECUTIVE COMMITTEE



**Frank Kelly**

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



**Sharon R. Pinder**

President and CEO  
Capital Region Minority  
Supplier Development Council



**Roland L. Jones**

1st Vice Chair  
Washington Metropolitan  
Area Transit Authority



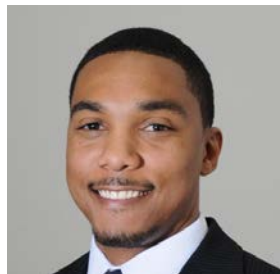
**Shakira Garcia**

2nd Vice Chair  
Eastern Supplier Diversity &  
Community  
Relations Manager  
Caesars Entertainment



**Tracey Edwards**

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



**Blair Hayes**

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



**Barron L. Stroud, Jr.**

General Counsel  
Partner/CEO  
Stroud Priest, LLC



**Kevin Williams**

Chairman, MBE Input  
Committee  
CEO  
TekConnX, LLC



# BOARD OF DIRECTORS / COMMITTEE CHAIRS



**Darlene Fuller**

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



**Charles Martin**

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



**Robyn Snyder**

Chair, Membership Committee  
Supplier Diversity Program Manager  
Lockheed Martin



**Graylin Smith**

Chair, Finance Committee  
Managing Partner  
SB & Company, LLC



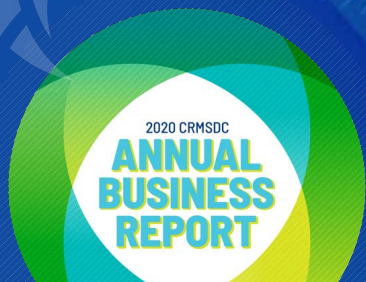
**Tomaneci Waller-Day**

Chair, Training and  
Director, Employee and  
Supplier Diversity  
Office of Inclusive Engagement  
Freddie Mac



**Roxanne Wilson**

Co-Chair, Procurement Committee  
Supplier Diversity Manager  
Fannie Mae





# BOARD OF DIRECTORS



**Rita Brooks**

Director, Small Business Programs, Corporate SAIC



**Jonathan R. Butler**

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



**Angela Clarke**

Senior Director of Purchasing  
Marriott International, Inc.



**Victor Davis**

Senior Specialist, Supplier Diversity  
Washington Gas



**Sheila Dews-Johnson**

Director, Supplier Diversity Program  
McCormick & Company, Inc.



**Chireda Gaither**

Small Business Liaison - Contracts  
Leidos



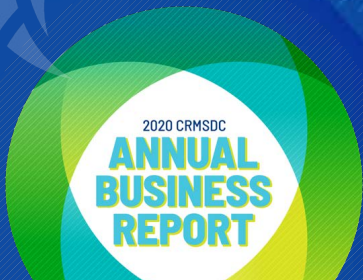
**Claude Gregory**

Managing Member  
Financial & Realty Services, LLC



**Anthony Irudhayanathan**

President & CEO  
Zillion Technologies, Inc.



# BOARD OF DIRECTORS



**Claïresse  
Jackson**

Alion Science and  
Technology



**Allison Kube**

Enterprise Supplier  
Management  
Capital One



**Kimberly Marcus**

Director, Supplier Diversity  
AARP



**Necole Parker**

CEO  
ELOCEN Group, LLC



**Anjali "Ann"  
Ramakumaran**

CEO  
Ampcus Inc.



**Simone Ray**

Director, Corporate  
Procurement &  
Supplier Diversity  
Hilton Supply Management



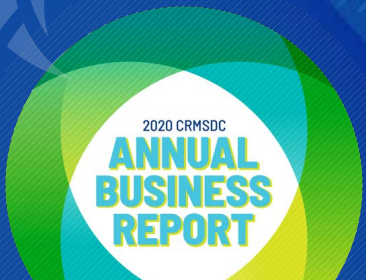
**Jimmy Rhee**

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



**Jarred Mikael Ricks**

Business Banking-  
Relationship Manager  
M&T Bank





# BOARD OF DIRECTORS



**Arnold Sowa**

Retired Chief  
Procurement Officer  
MetLife



**Paul Taylor**

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



**Voltaire Walker**

President & CEO  
Northrop Grumman  
Corporation  
Mission Systems



**Rupert R. Warner, Jr.**

Program Manager,  
Supplier Diversity  
United States Postal Service



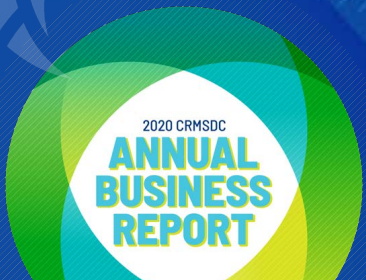
**Kristi C. Whitfield**

Director  
DC Dept. of Small and Local  
Business Development



**Cora Williams**

President  
Ideal Electrical Supply Corporation

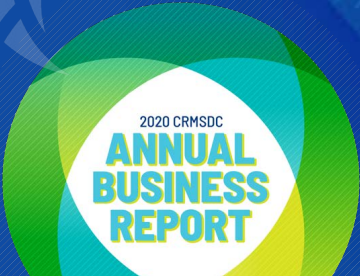




# OUR CORPORATE MEMBERS

We extend our gratitude to all of our corporate members who have committed to advancing our mission and vision. While 2020 has been challenging, many of our corporate members remained committed and captured the headlines.

# CRMSDC CORPORATE MEMBERS





FORBES  
GLOBAL 2000  
LIST OF  
WORLD'S  
LARGEST  
COMPANIES  
(15 LOCATED IN  
THE DMV)



#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

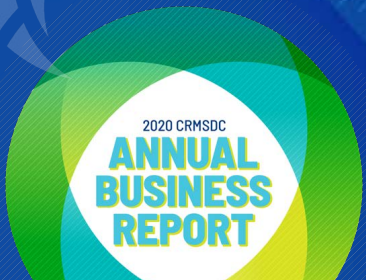
#340 Freddie Mac

#389 BAE Systems

#439 AIRBUS

#458 Marriott

#482 Southwest Airlines





*“**Ampcus** acquires IT Staffing provider iTech Solutions” –staffingindustry.com*

“Yearend will be the start of Travel’s turnaround, says **Hilton** exec” –bloomberg.com

“**Capital One** now lets you use Credit Card reward points to buy stuff with Paypal” –money.com

“**Exelon**’s 2020 Diversity & Inclusion Honor Roll Recognizes Business Partners Advancing Core Values” –www.businesswire.com

# HEADLINE NEWS

“**Southwest Airlines** aim to double leadership racial diversity in 5 years” –bizjournals.com/washington

*“**BGE**, Constellation and their parent company Exelon donate \$1M toward coronavirus relief organizations” –bizjournals.com/baltimore*

“**McCormick** says Consumers are forming new home-cooking habits” –fool.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 have accomplished any of our mandates without our dedicated and talented team.**



Capital Region  
Minority Supplier  
Development Council



The CRMSDC Business Consortium is our brand which describe the union 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.



Capital Region  
Minority Supplier  
Development Council

# BUSINESS CONSORTIUM

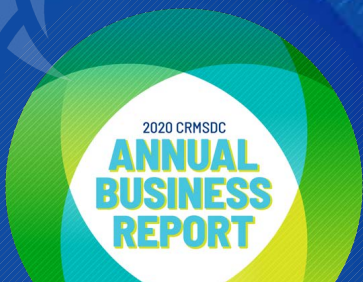
This Consortium gives our clients unprecedented triple access to new regional, national and global business opportunities by uniting three powerful entities:







# THE CONSORTIUM



## CRMSDC TEAM

Sharon R. Pinder  
President & CEO

Sonya Bigelow-Smith  
Director, Business Development

Christine Bivens, MCA  
Program Manager, MBE Services

Gina Dyson  
Manager, Operations and Special Projects

Joan Hairston  
Director, Corporate Services

Nicole Miles  
Manager, Marketing & Branding

L. Errol Taylor  
Director, MBE Services

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## MBDA BUSINESS CENTER, CAPITAL REGION TEAM

Dennis Smith  
Director

Kenneth Clark  
Business Consultant

Carmen Larsen  
Business Consultant

LaToya Moore  
Project Coordinator

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## MBDA FEDERAL PROCUREMENT CENTER TEAM

Tommy Marks  
Director

Claudia Barrera  
Business Analyst and Advisor

Khalilah Madison  
Project Analyst

Jacob Brown  
Marketing Specialist

# CERTIFICATION



## Darlene Fuller

Co-Chair  
Certification Committee

Senior Director,  
Supplier Diversity  
Sodexo, Inc.



## Charles Martin

Co-Chair  
Certification Committee

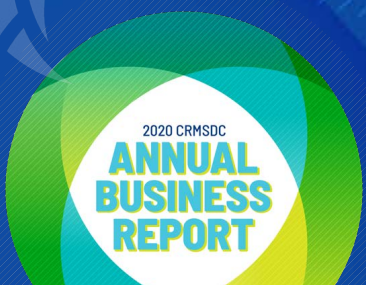
Admin Vice President  
& CRA Officer  
M&T Bank

Our core product for 49 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:

- 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



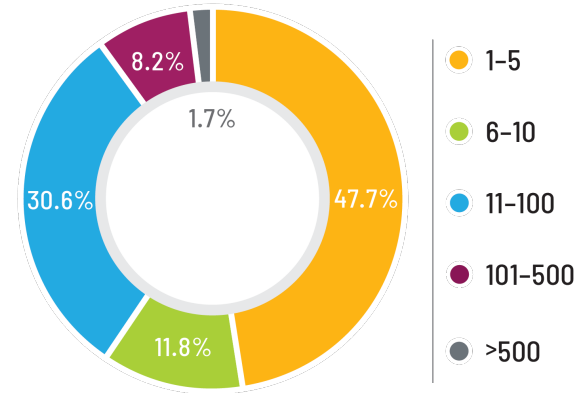
Also shown is our **“Fast Facts”** analysis of our MBEs that highlight MBEs by class/revenue, years in business, and number of full-time employees.





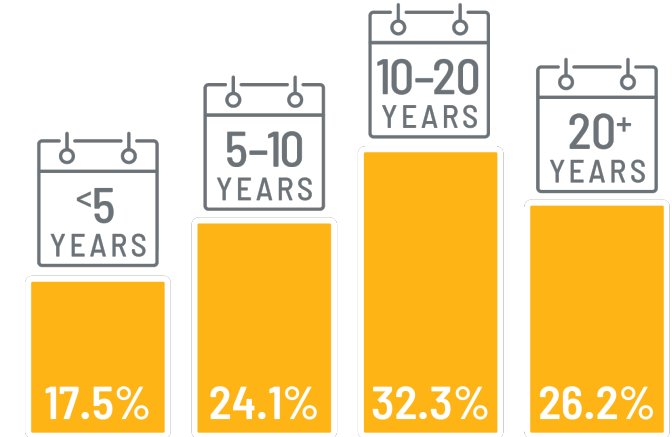
# FAST FACTS ABOUT CRMSDC MBES

## Number of Full-Time Employees



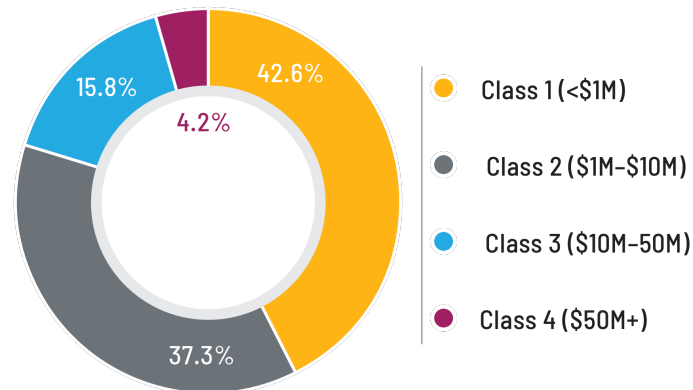
**40%** of CRMSDC MBES have 11 or more employees

## CRMSDC MBES Years in Business



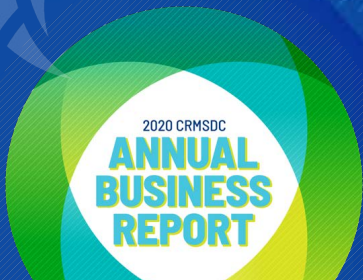
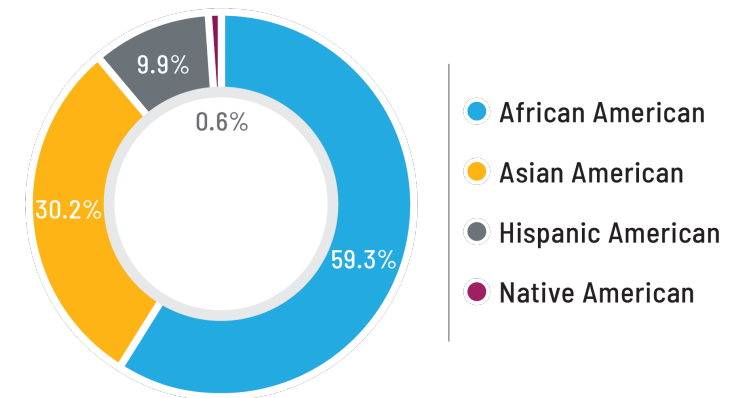
**58%** have been in business for over 10 years

## MBES by Class / Revenue



**57%** of CRMSDC MBES have annual revenues over \$1 million

## MBE Owners by Ethnicity





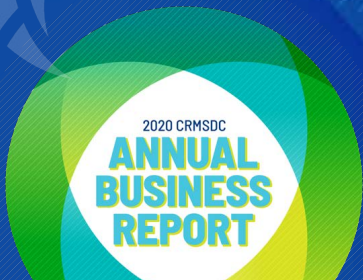
# MBE INPUT COMMITTEE

The MBE Input Committee continued into 2020 under the leadership of Kevin Williams, CEO of TekConnX. The January MBEIC Kick-Off Breakfast was hosted at PEPCO Gallery and featured our popular MBE PitchMania event.



## **Kevin Williams**

Chairman, MBE Input Committee  
CEO, TekConnX, LLC







# YEAR IN REVIEW





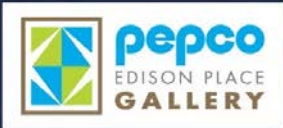
2020 Annual

# MBEIC

Minority Business Enterprise  
Input Committee



Capital Region  
Minority Supplier  
Development Council



# KICK-OFF BREAKFAST

featuring



Wednesday, January 29, 2020  
8:00A – 11:30A

# MBEIC KICK-OFF BREAKFAST

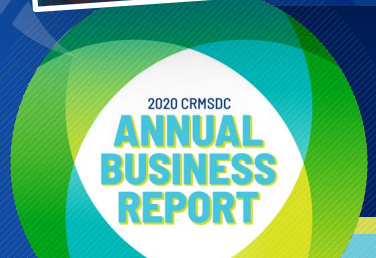
2020 CRMSDC  
ANNUAL  
BUSINESS  
REPORT







Installation of the Board of Directors by Mayor Bernard "Jack" Young. This special swearing-in ceremony was held at City Hall.

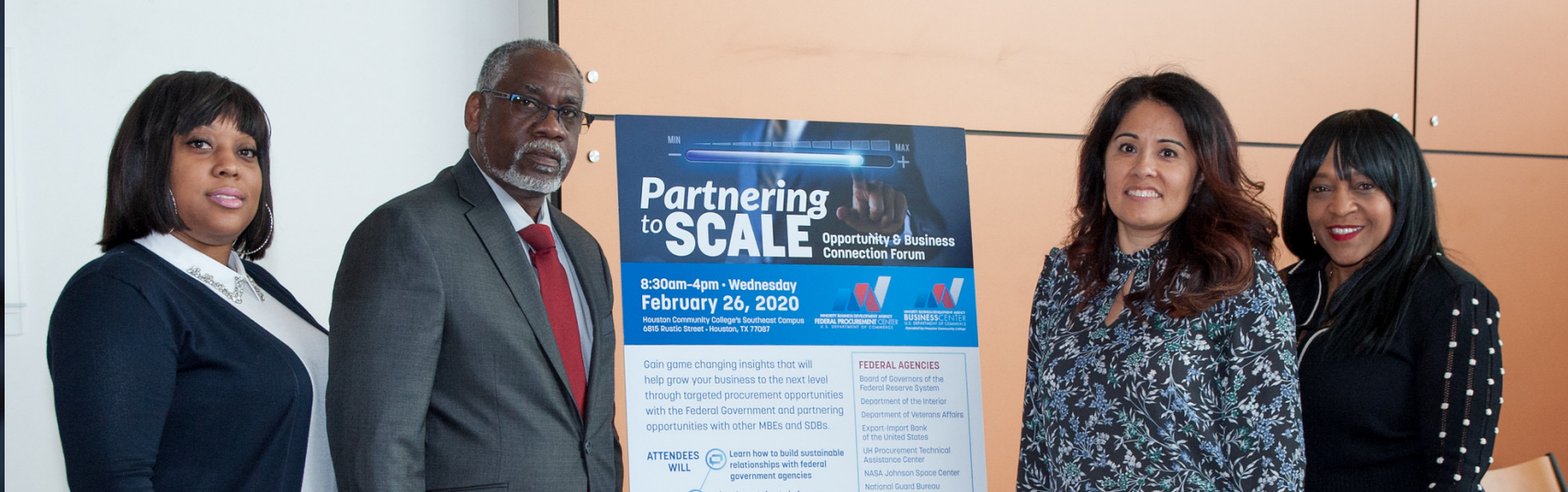






# Partnering to SCALE

Opportunity & Business Connection Forum



- Learn how to build sustainable relationships with federal government agencies
- Gain relevant tips to help you compete as a federal contractor
- Learn what it takes to acquire contracts to increase revenue
- Engage with other small and minority businesses to form strategic partnerships for growth and sustainability



**February 26, 2020 • 8:30am-4pm**

Houston Community College's Southeast Campus  
6815 Rustic Street • Houston, TX 77087

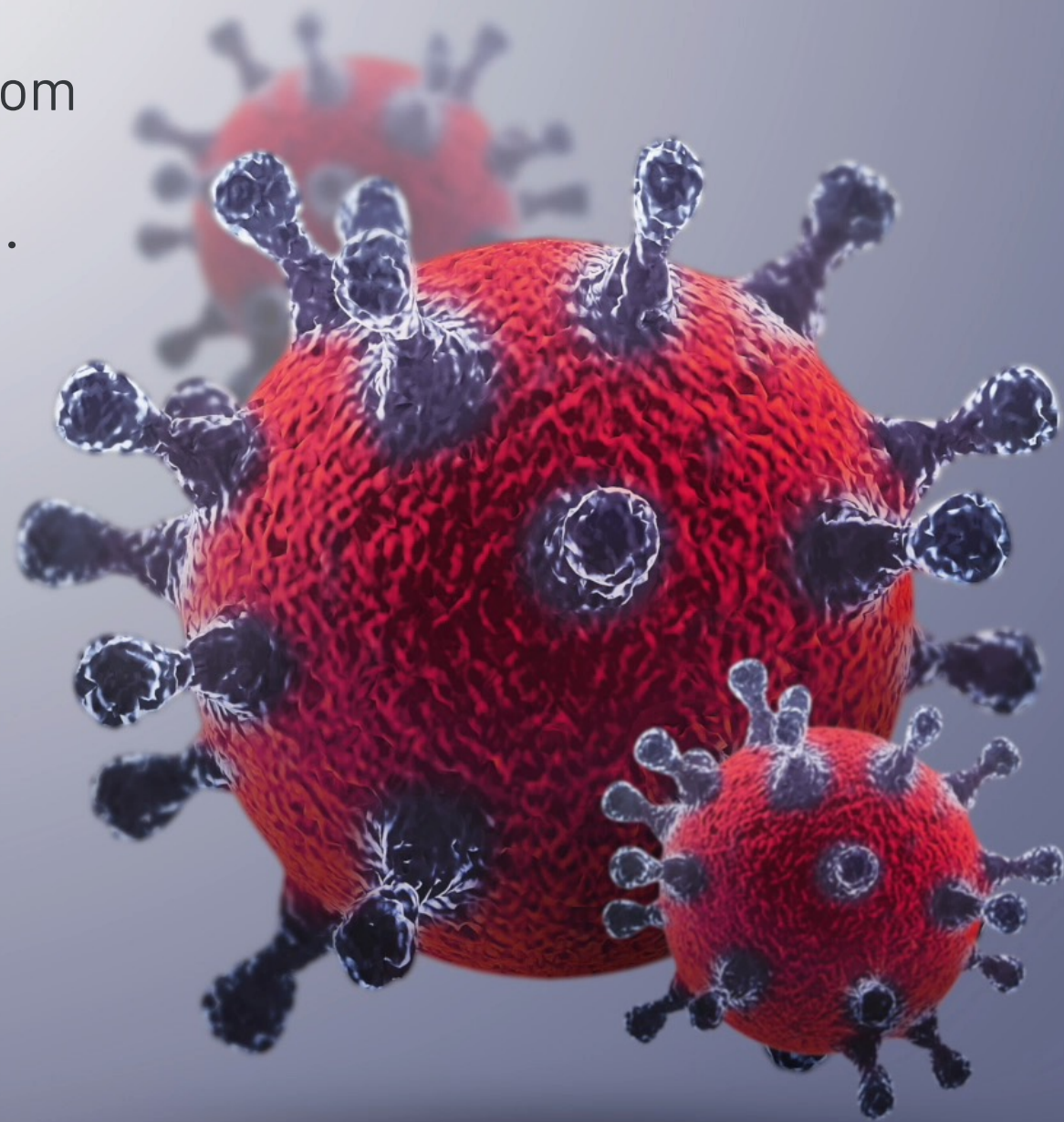


Tommy Marks implemented step 2 of the Federal Procurement Center's Partnering to Scale series. It was held in Houston, Texas at the Houston Community College's Southeast Campus. Representatives from several federal agencies were in attendance.



In March – our world came to a screeching halt! We quickly moved from in-person to a virtual world and successfully conquered the unknown.

# CORONA VIRUS



**Our Virtual World...**



# BUSINESS CONSORTIUM HOTSHEET

Surviving the Coronavirus Pandemic



As a result of the COVID-19 pandemic the CRMSDC Business Consortium quickly pivoted to address the needs of our network. We have developed a series of newsletters and webinars branded as "HOTSHEET" to reach and inform our minority businesses and corporate members. We have published **12 issues of our newsletter** with relevant and informative content for our database of over 15k.

12

Newsletter  
Issues

211K

Small & Medium Businesses  
Served via Newsletters

We produced **12 live webinars** engaging over **2,400 attendees approx.** **52%** of our registrants. We saw a strong representation across the DMV region yet also on average reaching across **24 states** including Puerto Rico & the Virgin Islands. Our webinars have received an average overall rating of **84% for providing excellent/good** content and substance.

12

Live Webinars

2,400+

Attendees

24

States

# BUSINESS CONSORTIUM HOTSHEET

SPECIAL EDITION

WHERE IS THE MONEY?

SERIES

## VIRTUAL PRODUCTIONS REACHING THOUSANDS...

2020 CRMDC  
ANNUAL  
BUSINESS  
REPORT



# BUSINESS CONSORTIUM HOTSHEET

Surviving the Coronavirus Pandemic



Capital Region  
Minority Supplier  
Development Council



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



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

[www.crmsdcares.com](http://www.crmsdcares.com)

**CRMSDC CORPORATE MEMBER**

**Emergent BioSolutions Collaborates for Coronavirus Vaccine**

**HOTSHEET V1**

Read the News

**Coronavirus is an emerging, rapidly evolving situation**

**HOTSHEET V2**

Read the News

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

**About Tommy Marks**

As the Director of the Federal Procurement Center, Tommy Marks is responsible for assisting minority businesses with identifying and competing for federal contracts. Prior to the FPC, Tommy served in the Senior Executive Service and as the Director of the U.S. Army's Small Business Programs. An Army veteran, Tommy served as a Lieutenant Colonel (Ret) in the United States Army and as a Major in the United States Army Reserve.

**HOTSHEET V3**

Read the News

**HBR IDEACAST**

**Adjusting to Remote Work During the Coronavirus**

**HOTSHEET V4**

Read the News

**USACE Small Business Offices**

WHERE BY AIR - SCALE WORLDWIDE

**HOTSHEET V5**

Read the News

**MBE SPOTLIGHT**

**InnovatorsBox**

**HOTSHEET V6**

Read the News

**STOP RACISM**

**Asian American Xenophobia**

**HOTSHEET V7**

Read the News

**Looking for The Money: Regional Grants & CDFI's**

**HOTSHEET V8**

Read the News

**Federal Government 4th Quarter and Fiscal Year End Spending**

BY TOMMY MARKS

**HOTSHEET V9**

Read the News

**Largest Business Advocacy Groups in Greater D.C.**

Capital Region Minority Supplier Development Council  
\$2.08 million  
10750 Columbia Pike  
#200  
Silver Spring, MD 20901  
301-592-6700  
crmsdc.org

**WASHINGTON BUSINESS JOURNAL**

**HOTSHEET V10**

Read the News

**HOTSHEET V11**

Read the News

**MED Week 2020**

Minority Enterprise Development

**HOTSHEET V12**

Read the News

HOTSHEET NEWSLETTER LAUNCHED IN MARCH 2020

2020 CRMSDC  
ANNUAL  
BUSINESS  
REPORT



This series was highly successful in covering the topics relevant to living through a pandemic.



### Cybersecurity Requirements for the Federal Government

Join us for an informative session that will outline The Cybersecurity Maturity Model Certification (CMMC) requirements and the process by which you can get there.



# HOTSHEET LIVE WEBINARS LAUNCHED IN APRIL 2020



# Certification Process

- 1 **REQUEST LOGIN** and complete prequalification questionnaire at [www.crmsdc.org/became\\_certified.php](http://www.crmsdc.org/became_certified.php)  
 Then complete application:
  - a. Submission of relevant documentation – upload documents
  - b. Proof of ethnicity for all owners
  - c. Business creation documents
  - d. Financial information, debt instruments, documents
  - e. Managerial & operational control documentation
  - f. Certain tax records, documents
- 2 **(A) DESK AUDIT; (B) SITE VISIT**  
**CRMSDC (a) in-depth review of application is performed; (b) representative visits your headquarters for interview & tour**

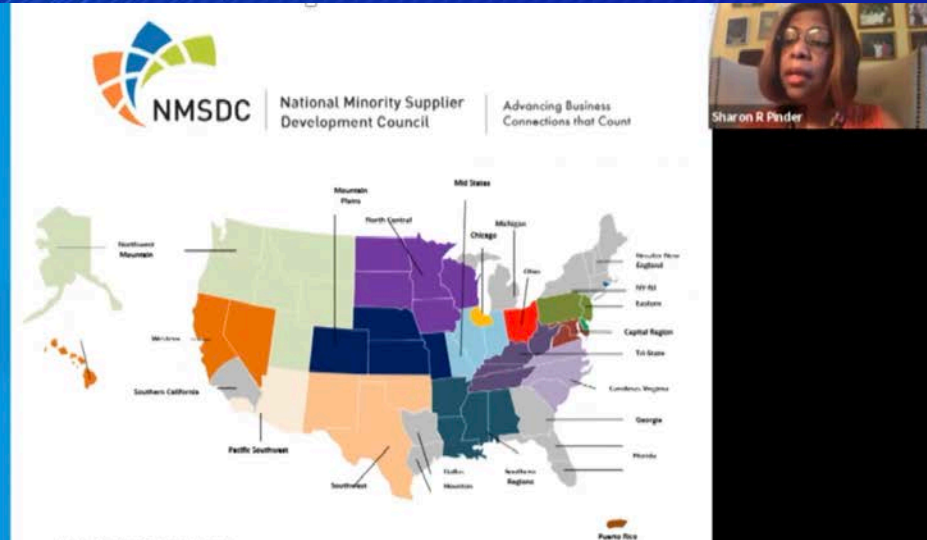



March 31, 2020  
**NMSDC Pre-Certification Briefing**  
 Presented by:  
 Errol Taylor, Director of MBE Services  
 Christine Bivens, MCA, Program Manager



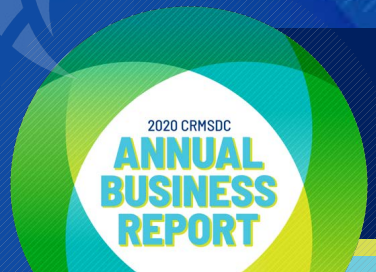
June 25, 2020  
**CRMSDC MBE Orientation**  
 Presented by:  
 Errol Taylor, Director, MBE Services  
 Christine Bivens, MCA, Program Manager, MBE Services

# NMSDC Affiliate Network



**NMSDC** National Minority Supplier Development Council  
 Advancing Business Connections that Count

Map showing NMSDC Affiliate Network regions: Northwest, Southern California, Pacific Southwest, Southwest, Midwest, North Central, Chicago, Michigan, Illinois, Northeast, New England, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, North Carolina, South Carolina, Georgia, Florida, Puerto Rico.



# FIRST VIRTUAL PRE-CERTIFICATION BRIEFING & MBE ORIENTATION





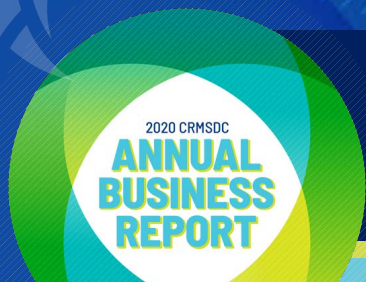
### Largest Business Advocacy Groups in Greater D.C.

11	Montgomery County Chamber of Commerce	51 Monroe St.	\$2.49 million	15
12	Capital Region Minority Supplier Development Council	10750 Columbia Pike #200 Silver Spring, MD 20901 301-592-6700 crmsdc.org	\$2.05 million	
13	Maryland Technology Council	9841 Washingtonian Blvd.		

WASHINGTON BUSINESS JOURNAL

For the second year in a row, the Capital Region MSDC made the list! We moved up from #13 to #12 as designated by the **Washington Business Journal** as one of the **Top 30 Largest Business Advocacy Groups in Greater D.C.**

Ranked by Revenue



**WE MADE THE LIST AGAIN!** This is a testament to our ongoing dedication and hard work put in by our Board of Directors, Consortium Staff, Corporate Members and MBEs.



# MBDA CENTERS



**DENNIS SMITH, DIRECTOR**

The MBDA DC Center achieved its annual goals for two of four of the most important targets, contract dollars awarded, and jobs created – all this in the first six months of this unusual and challenging year. The Center worked ardently in assisting at least twenty MBEs with receiving financial awards totaling over \$36 million dollars collectively.

**20+**

MBEs Assisted

**\$36M**

Contract Dollars Awarded



**TOMMY MARKS, DIRECTOR**

The MBDA Federal Procurement Center's final performance score for Year 4 was 114.36 total points, with an overall rating of "Outstanding." Recognized nationally as a member of the MBDA Century Club at the MEDWEEK 2020 Virtual Conference September 13-19, 2020.

**114.36**

Final Performance Score

**OUTSTANDING**

Overall Rating

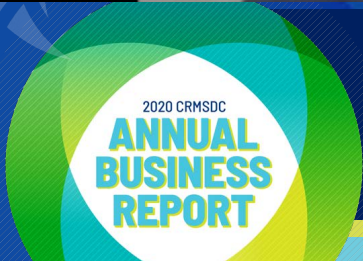
# Wells Fargo MBE CEO Leadership Academy Program

WELLS  
FARGO



In conjunction with the  
Capital Region Minority Supplier Development Council

The Wells Fargo MBE Leadership Academy which included 15 Class 1 and 2 certified MBE's. We launched August 24, and presented the module on Business Growth Strategies. On September 21, we featured a session on Access to Capital, followed by Talent Management which took place on October 24. The closing sessions was held on November 19 and in addition a presentation on Mind and Body Wellness the members were able to individually record their experience with the MBE Academy.



## VIRTUAL MBE CEO LEADERSHIP ACADEMY PROGRAM



# 2020 MBE CEO LEADERSHIP ACADEMY



Abstract Evolutions  
**DAVID WILLIAMS**  
CEO



Acuna Consulting Inc.  
**ALAND ACUNA**  
President & CEO



Brownstone Consulting Firm  
**CORDELL B. ROBINSON, JD**  
CEO



Gilford Construction  
**HENRY GILFORD**  
CEO



Global Executive Staffing  
**WILLIAM A. SCOTT, II**  
Founder



Mid-Atlantic Realty  
**BERNARD MIZZELLE**  
Principal Broker and CEO



Miles Ahead Entertainment Inc.  
**SHEILA ELDRIDGE**  
CEO



Net.America Corporation  
**CLARE RAZAQ-HINES**  
Principal and Founder



Secure Innovate Technology Corp.  
**IQBAL AMIRI, PhD**  
Founder & Managing Partner



ShareTech Solutions  
**MARK EVANS**  
Founder and CEO



Social Lens Research / Lens Engage  
**JULIE DIAZ-ASPER**  
Founding Partner



Starr & Associates  
**JAMAL STARR**  
President



Sylver Rain Consulting, LLC  
**LATOYA S. WHITE**  
Founder/President & CEO



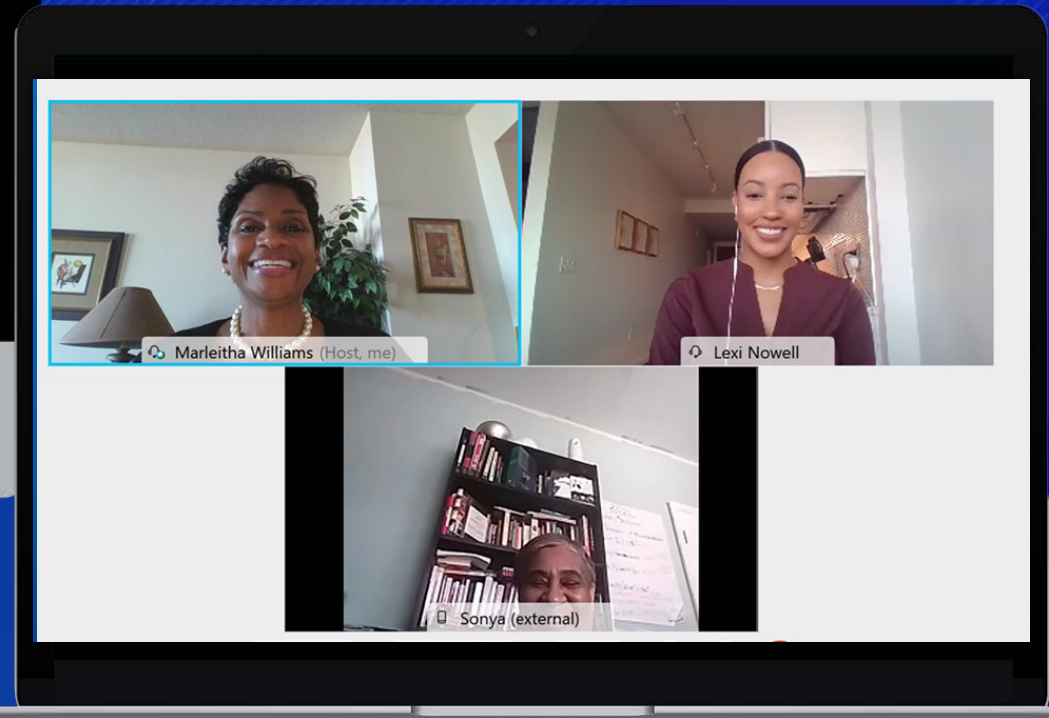
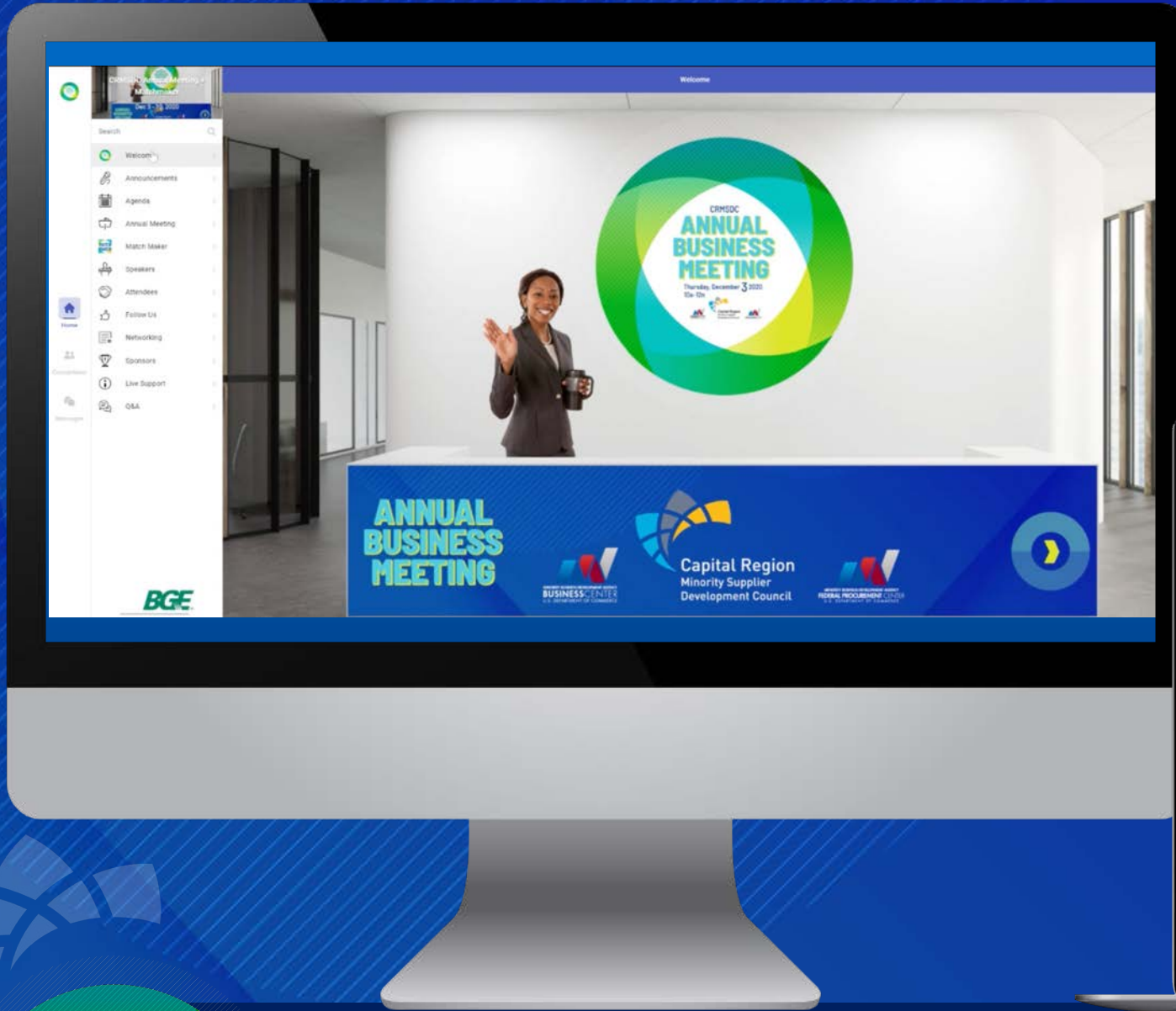
The Coles Group LLC  
**MARVIN COLES**  
President and CEO



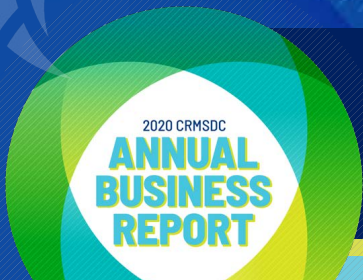
Velocity Sense  
**GIDEON FERNANDEZ**  
Principal



Continuing on our theme to leverage the virtual world, we held one of our major events online using the Socio platform. We combined our Annual Meeting with a Matchmaker, so it was essentially two major events in one.



## 2020 ANNUAL BUSINESS MEETING + MATCHMAKER







# 2020 AWARDS



CHAIRMAN'S  
AWARD



CORPORATIONS OF  
THE YEAR AWARD



SUPPLIER OF THE  
YEAR NOMINEES



PRESIDENT'S  
AWARDS







# CHAIRMAN'S AWARD

## THE CERTIFICATION TEAM



**CHARLES  
MARTIN**

Chair  
M&T Bank



**DARLENE  
FULLER**

Co-Chair  
Sodexo, Inc



**TRACEY  
EDWARDS**

Washington Suburban  
Sanitary Commission



**CLAIRESSE  
JACKSON**

Alion Science and  
Technology



**ROBYN  
SNYDER**

Lockheed Martin



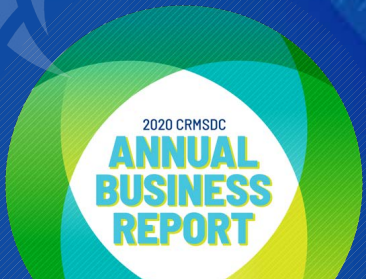
**L. ERROL  
TAYLOR**

Director of MBE Services  
Capital Region MSDC



**CHRISTINE  
BIVENS**

Program Manager  
Capital Region MSDC





# CORPORATIONS OF THE YEAR



**CAESARS**  
ENTERTAINMENT®





# SUPPLIER OF THE YEAR NOMINEES

## CLASS 1 NOMINEES



Kevin Williams  
TekConnX



Gideon Fernandez  
Velocity Sense



Michael Chung  
Washington Software, Inc.



Mark Evans  
Share Tech Solutions



Sonya Hopson  
Sage Services Group LLC

## CLASS 2 NOMINEES



Sandeep "Sunny" K. Tuteja  
AssurIT Consulting Group, LLC



Mercedita R. Roxas-Murray & Teresa Pipia  
Montage Marketing Group



Darryl Wiggins  
Public Sector Solutions Group (PS2G)



Suresh K. Gursahaney  
MicroAutomation, Inc.



Marvin E. Coles  
The Coles Group, LLC



Jean Claude Fresnel Jr.  
Lenserf & Co. Inc.



# SUPPLIER OF THE YEAR NOMINEES

## CLASS 3 NOMINEES



Michael B.  
Wong  
DayBlink  
Consulting LLC



Anthony  
Irudhayanathan  
Zillion  
Technologies



Sandeep  
Harjani  
Infojini Inc.



Noel  
Ayala  
Brother's  
Mechanical, Inc.



Elda M.  
Devarie  
E.M.D. Sales,  
Inc.

## CLASS 4 NOMINEES



Mahfuz  
Ahmed  
Digital Intelligence  
Systems LLC



Robin  
Rhee  
Rhee Bros, Inc.



# 2020 PRESIDENT'S AWARD FOR LEADERSHIP & COMMITMENT




2020 PRESIDENT'S AWARD

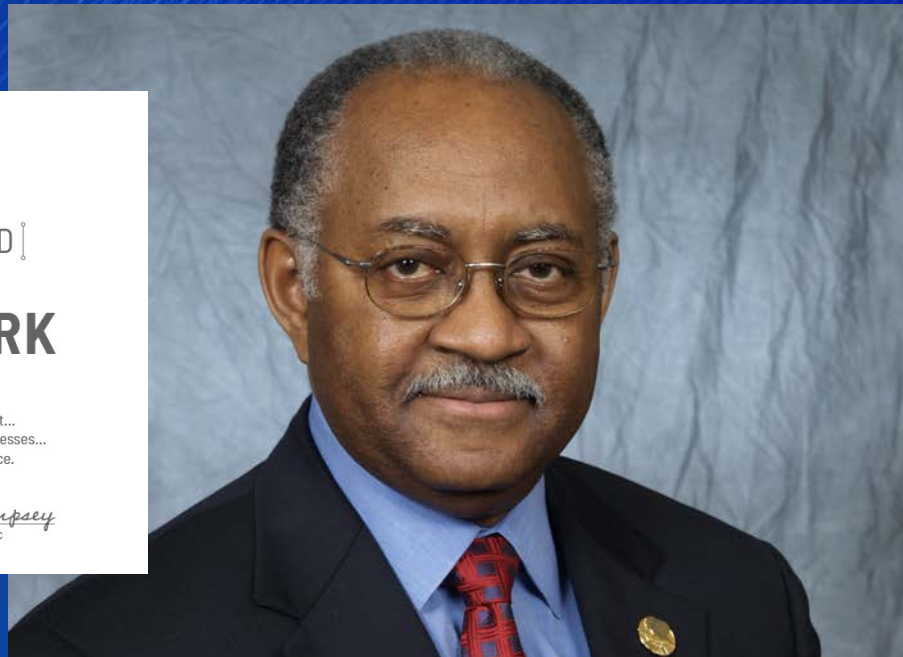
PRESENTED TO

**KAREN PRICE-WARD**  
Southwest Airlines

Thank you for your innovative and dedicated leadership. We sincerely appreciate your commitment as a true community partner in pursuit of economic excellence for minority businesses.

*Sharron M. [Signature]*  
PRESIDENT & CEO, CRMSDC

*Diane L. Dempsey*  
BOARD CHAIR, CRMSDC




2020 PRESIDENT'S AWARD

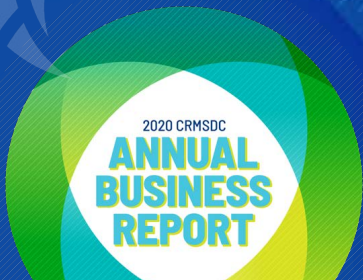
PRESENTED TO

**KENNETH CLARK**  
Past President MD/DC Council  
MBDA Business Center

Thank you for your years of sacrifice and commitment... for being a dynamic force and champion for minority businesses... for lifting your voice against racism and social injustice.

*Sharron M. [Signature]*  
PRESIDENT & CEO, CRMSDC

*Diane L. Dempsey*  
BOARD CHAIR, CRMSDC





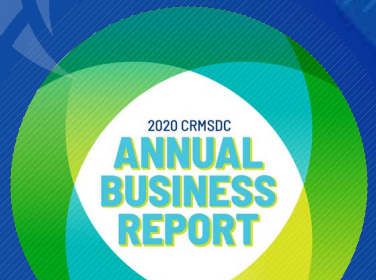
REMEMBERING

P. *Bai*  
Akridge

JULY 15, 1952 – OCTOBER 13, 2020



IN MEMORIAM







# Capital Region Minority Supplier Development Council

10750 Columbia Pike  
Suite 200  
Silver Spring, MD 20901  
301.593.5860  
[www.crmsdc.org](http://www.crmsdc.org)

 @crmsdc  @crmsdc  @crmsdc  crmsdc

 /capital-region-minority-supplier-development-council-inc/



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

10750 Columbia Pike  
Suite 200  
Silver Spring, MD 20901  
301.242.5320  
[www.mbdadc.com](http://www.mbdadc.com)



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

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Alexandria, VA 22314  
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[www.mbdafpc.com](http://www.mbdafpc.com)