



LET'S TALK BUSINESS



Capital Region
Minority Supplier
Development Council



Certification Has Its Privileges

MIBBE

CERTIFY • DEVELOP • CONNECT • ADVOCATE

WHAT IS

The Capital Region Minority Supplier Development Council (CRMSDC)?

We are a not-for-profit business development organization supporting economic development in Maryland, the District of Columbia, and Northern Virginia through programs and services that help our member corporations enhance the diversity and innovation of their supply chains. We connect our corporate members to well established, certified ethnic minority-owned business enterprises (MBEs).

We are the recognized national leader in advancing the success of MBEs by educating corporate leaders about the benefits of supplier diversity, tirelessly advocating on behalf of our MBE members at the local, state and national government levels, and by providing our MBEs with tools and resources needed to advance their businesses in today's global economy.

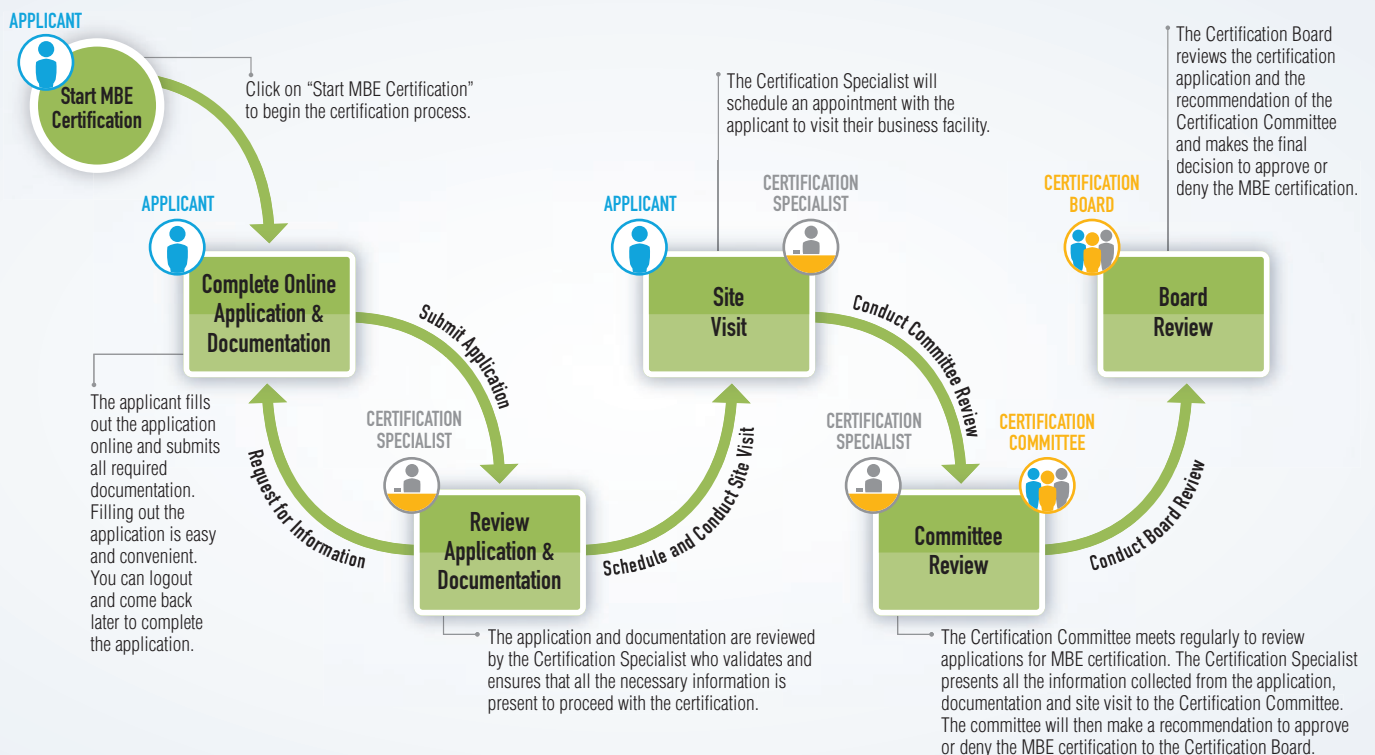
CRMSDC was established in 1972. We are one of 23 regional affiliates of the National Minority Supplier Development Council (NMSDC)—the only nationally recognized MBE certifying authority. CRMSDC is headquartered in Maryland.

Nationally, the organizational membership includes 1,700 corporations that represent some of America's largest public and privately-owned global companies; and more than 17,000 certified MBEs.

1,700 Our national network offers certified MBEs access to more than 1,700 of America's largest public and privately-owned global companies.

CRMSDC provides certified MBEs with a thriving ecosystem with progressive opportunities to grow, partner, and develop their capabilities and their inherent entrepreneurial spirits. We do this through certification, development, connections and advocacy.

MBE CERTIFICATION PROCESS



WHAT IS A MINORITY BUSINESS ENTERPRISE (MBE)?

An MBE, eligible for certification through the CRMSDC, is a for-profit business that is owned, operated and controlled by a person (or persons) who is both a citizen of the United States, and who is ethnically at least 25% (by birth or bloodline) African-American/Black, Hispanic/Latino American, Native American, Asian-Pacific American, or Asian-Indian American.



MBE CERTIFICATION

Certification is the process of confirming that a business enterprise meets the following criteria:

- At least 51% minority owned, operated (managed), controlled and governed by an ethnic-minority group member or members who are U.S. Citizens.
- A for-profit enterprise.
- Physically located in the United States or its trust territories.

Before applying for certification, you must attend a virtual Pre-Certification Briefing. Briefings review the application process and the benefits of certification; they are held the **first Thursday of every month, from 9:30–11:00 AM.**



You can register to attend a briefing at bit.ly/precertreg or by calling our office, 301.593.5860.

The MBE certification process can take up to 90 days from the time the on-line application is completed, including all of the requested documents, and the payment of the application processing fee.

MBE BENEFITS

We strongly believe that business is about relationships. We provide many opportunities, both business and social, for our certified MBEs to meet and build strategic relationships with our corporate members and each other. Certified MBEs have full-access to a range of educational, business advisory, and financial programs.

For example, CRMSDC offers an exclusive comprehensive executive education program, the CRMSDC MBE Academy, designed to help the CEOs of certified MBEs dramatically improve operational effectiveness, strategic positioning, and profitability. The intensive 26-week program features interactive workshops and training on topics such as business leadership, financial management, sales and marketing, and human resources management.

In addition to our regional programs, all of our certified MBEs can participate in events held by the National Minority Supplier Development Council and our other regional affiliates. Certified MBEs, sponsored by corporate members, are eligible to attend the four-day Advanced Management Education Program at Northwestern University's Kellogg School of Management, and similar programs at the Tuck School of Business at Dartmouth University, and the Foster School of Business at the University of Washington-Seattle.

All certified MBEs are encouraged to participate in the activities of the MBE Input Committee, which provides key opportunities for MBE-to-MBE networking, and whose leadership represents MBEs on the CRMSDC Board, suggesting new programs or recommending enhancements to current programs.

CERTIFICATION BENEFITS

- Eligibility to bid as a certified MBE-certification required for many corporate and government contracts.
- Access to a pool of more than 80 Corporate members who are eager to do business with certified and qualified minority suppliers.
- Access to a pool of more than 700 MBEs to enhance your ability to partner on large contracts, and develop joint ventures.
- Our certification is accepted by other certifying agencies.
- Support in developing, enhancing and marketing your business through many educational opportunities.
- Registration discounts for supplier development training, conferences, seminars and special events.
- Assistance and support in RFP/bid responses.
- Access to industry-specific benchmarking and best practices for MBEs.
- Numerous opportunities to network nationally with more than 1,700 Corporate Members and 17,000 MBEs.
- Personalized introductions to Corporations which buy your goods or services.
- Recognition and publicity of your company through award programs and access to scholarships.
- Ability to help mentor, influence and learn from the next generation of minority entrepreneurs.





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We reap many benefits from our membership in CRMSDC. Our MBE suppliers are often more nimble and innovative. These businesses really bring innovation to our corporation in a much faster method than a real large corporation like ours might be able to do.”

Joan M. Hairston, Supplier Diversity Program Manager, Washington Gas

To become a Certified MBE member or to find out more information about CRMSDC, please

CALL
301.593.5860

CLICK
www.crmsdc.org

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Sharon R. Pinder • President and CEO

