



Capital Region
Minority Supplier
Development Council



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

ANNUAL BUSINESS MEETING 20 23

JOIN US ON
Thursday
December 7

10:30 am - 2:00 pm

HOSTED BY
Capital One

Corporate Headquarters
1680 Capital One Dr
Bldg C2
McLean, VA 22102



ANNUAL
BUSINESS MEETING 2023

WELCOME

Shakira Garcia

Chair | CRMSDC Board of Directors





Capital Region
Minority Supplier
Development Council



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

ANNUAL **BUSINESS** **MEETING** 20 23



ANNUAL
**BUSINESS
MEETING** ²⁰/₂₃

A SPECIAL THANK YOU
TO OUR HOST SPONSOR





ANNUAL
**BUSINESS
MEETING** 20
23

OUR MEMBERS

SPONSORS

BUSINESS DEVELOPMENT

CORPORATE MEMBERS

HEADLINES

SPONSORS



SPONSORS



Booz | Allen | Hamilton



ANNUAL BUSINESS MEETING 2023

3 NEW SPONSORSHIPS

Booz | Allen | Hamilton



**BUSINESS
DEVELOPMENT**

3 NEW CORPORATE MEMBERS

Corvias®

hhmi | Howard Hughes
Medical Institute

 **Pearson**

CRMSDC CORPORATE MEMBERS



NMSDC recognizes **The Forefront 25** – corporate members who are leveling the playing field and ensuring access and equity for systematically excluded communities of color.

Amazon · AT&T · Hilton
–nmsdc.org/news

For the first time ever, **HILTON** named the No. 1 World's Best Workplace by *Fortune* magazine and *Great Place to Work*.
–stories.hilton.com/releases

Climate Change Investment Initiative Paves the Way for Startups to Receive Hundreds of Thousands of Dollars from the **Exelon** Foundation. –exeloncorp.com/newsroom

HEADLINE NEWS

Capital One named on Fast Company's 2023 Most Innovative Companies list in both the Business Services and Travel & Hospitality categories.
–fastcompany.com

McCormick & Company Named to Barron's 2023 100 Most Sustainable Companies List –prnewswire.com

MassMutual announces additional \$100 million fund to invest in diverse-led and overlooked companies through the MassMutual Catalyst Fund II
–massmutual.com/impact-investing/catalyst



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

ANNUAL
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PRESENTATION
OF THE 2024

**BOARD OF
DIRECTORS**

BOARD OF DIRECTORS / EXECUTIVE COMMITTEE



NEW

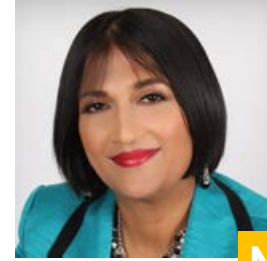
Kimberly Marcus

Chair
Vice President, Diversity,
Equity & Inclusion
Monumental Sports &
Entertainment



Sharon R. Pinder

President & CEO
Capital Region Minority
Supplier Development Council



NEW

Anjali "Ann" Ramakumaran

1st Vice Chair
CEO
Ampcus Inc.



NEW

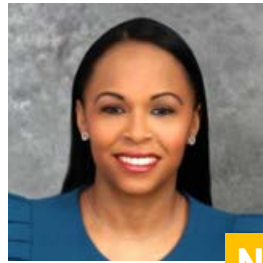
Allison Kube

2nd Vice Chair
Supplier Diversity Manager
Capital One



Tracey Edwards

Secretary
Supplier Diversity
Program Manager
Washington Suburban
Sanitary Commission



NEW

Ana Gonzalez

Treasurer
Vice President –
Senior Relationship Manager
M&T Bank



Graylin Smith

Chair, Finance Committee
Managing Partner
SB & Company, LLC



Sonya Hopson

Chair, MBE Input Committee
President & CEO
Sage Services Group, LLC

COMMITTEE CHAIRS & SPECIAL ADVISORS



Rita Brooks

Chair, Events Committee
Director, Small Business
Programs, Corporate
SAIC



Diane Dempsey

Chair, Ethics and By-Laws
Committee; Past Board Chair
Director, Socio-Economic
Business Programs
BAE Systems, Intelligence &
Security Sector



Darlene Fuller

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



Shakira Garcia

Immediate Past Chair
National Director of
Supplier Diversity and
Sustainability
Caesars Entertainment



Roland L. Jones

Chair Emeritus
Contract Manager
University of Maryland
Procurement & Business
Services



Franklin Lee

General Counsel
Partner
Tydings & Rosenberg LLP



Charles Martin

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



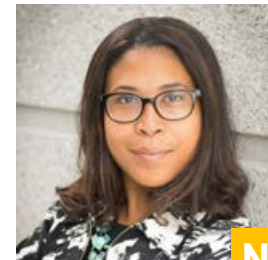
Arnold Sowa

Chair, Audit Committee
Retired Chief
Procurement Officer
MetLife Retiree



Kevin Williams

Immediate Past Chair,
MBE Input Committee;
Treasurer, NMSDC
MBE Input Committee
CEO, TekConnX, LLC



NEW

**Tomaneci
Waller Day**

Chair, Nominations
Committee
Sr. Manager Supplier
Diversity, T. Rowe Price

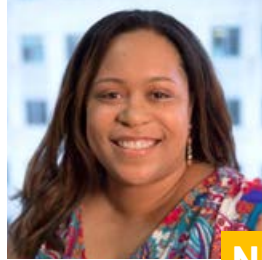


NEW

Roxanne Wilson

Special Advisor and Liaison
to MBE Input Committee
Supplier Diversity Manager
Fannie Mae

BOARD OF DIRECTORS



NEW

Kimberly N. Ayers
Director, Supplier Diversity
AARP



Jonathan R. Butler
Director, Prince George's
County Government
Office of Central Services



Martha Crawford, CSDP
Supplier Diversity Manager/ Small
Business Liaison Officer, SBLO
Sikorsky, a Lockheed
Martin Company

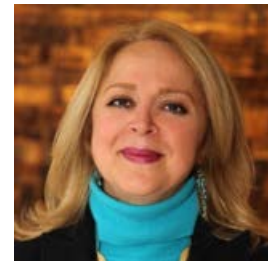


NEW

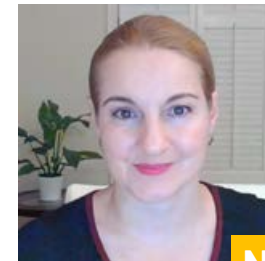
Chandan Dada
Supply Chain Executive
Corporate Subcontracts Director
Small Business and Supplier
Diversity Leader
Booz Allen Hamilton, Inc.



Claude Gregory
Managing Member
Financial & Realty
Services, LLC



**Golnaz "Nazie"
Hamedani**
Director of Supply Chain
Washington Gas



NEW

Anna Hakobyan
Global Supplier Diversity,
Sustainability & Government
Compliance Lead
AstraZeneca



**Anthony
Irudhayanathan**
President & CEO
Zillion Technologies, Inc.

BOARD OF DIRECTORS



Claressa Jackson

Small Business Liaison Officer
HII Mission Technologies
Huntington Ingalls Industries



Gwen Johnson

Manager, Supplier
Diversity Program
Parsons



NEW

**Wande Diakite
Leintu**

Principal, Supplier Diversity
Amazon



Vernice Lewis

Director, Diverse Business
Empowerment
Exelon Corporation



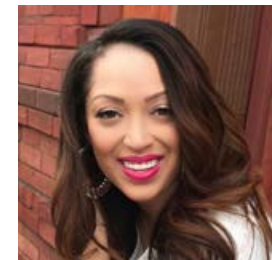
Kaitlin McCrum

DEI Employees &
Suppliers Lead
Freddie Mac



Necole Parker

CEO
ELOCEN Group, LLC



Simone Ray

Director, Corporate
Procurement & Supplier
Diversity
Hilton Supply
Management



**Mercedita
Roxas-Murray**

Secretary/Treasurer,
MBE Input Committee
Founder and CEO
Montage Marketing Group, LLC

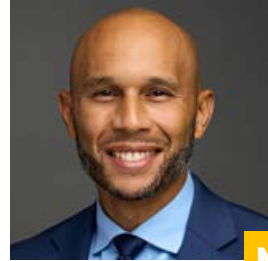
BOARD OF DIRECTORS



NEW

Kim Sams

Supply Excellence Manager
McCormick & Company, Inc.



NEW

Jon Suber

Supplier Diversity Lead
MassMutual



NEW

Rosemary Suggs-Evans

Deputy Director
DC Dept. of Small and Local
Business Development



Paul Taylor

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



Rebecca A. Thompson

Associate Director, Small
Business Supplier Diversity/SBLO
Six Sigma Black Belt
Leidos



Carla Undurraga

Sector Manager and SBLO,
Global Supplier Diversity
Programs
Northrop Grumman Corporation
Defense Systems Sector



Robert L. Wallace, Ph.D.

President & CEO
BITHGROUP
Technologies, Inc.



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

ANNUAL
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MEETING** ²⁰₂₃

YEAR IN REVIEW



ANNUAL
BUSINESS MEETING 2023

OUR MISSION ENDURES

Sharon R. Pinder

President & CEO





Capital Region
Minority Supplier
Development Council

OUR TEAM



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

CRMSDC TEAM

Sharon R. Pinder
President & CEO

Sonya Bigelow-Smith
Director, Business Development

Christine Bivens, MCA
Program Manager, MBE Services

Gina Dyson
Director, Operations

Jolie Guerra
Executive Assistant to the President

Joan Hairston
Director, Corporate Services

Khalilah Madison
Special Projects

Nicole Miles
Manager, Marketing & Branding

LaToya Moore
Project Coordinator

L. Errol Taylor
Director, MBE Services

VIRGINIA MBDA BUSINESS CENTER TEAM

Tommy Marks
Vice President & COO,
CRMSDC
Director, Virginia
MBDA Business Center

Claudia Barrera
Business Analyst & Advisor

Owen Jackson
Business Consultant

Tracey Wiley
Business Consultant

Alice Williams
Business Consultant

Anthony Robinson
Business Consultant
Coronavirus Response & Relief Center
(CvRRC)

Renee Sandford
Business Consultant, Coronavirus
Response & Relief Center (CvRRC)





ANNUAL
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OUR FOCUS

OUR MBEs

FAST FACTS

CERTIFICATION TEAM

MBE

CERTIFICATION

Growth area locally and nationally

164

**MBEs NEWLY
CERTIFIED
IN 2023**

509

**MBEs
RE-CERTIFIED
IN 2023**

690

**TOTAL
NUMBER OF
CERTIFIED MBEs**
(includes MBE subscribers)



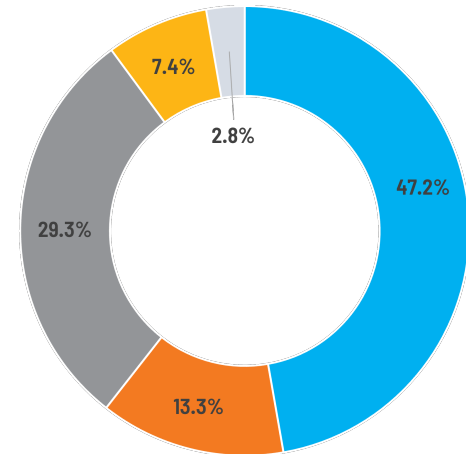
**ANNUAL
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FAST FACTS ABOUT CRMSDC MBES

CRMSDC MBEs employ over **60,600** employees, of which over **39,700** are minorities

Number of Full-Time Employees



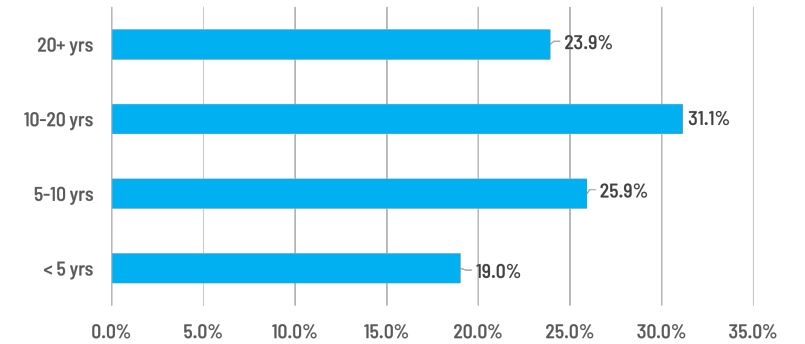
■ 1-5 Employees ■ 6-10 Employees ■ 11-100 Employees
■ 101-500 Employees ■ >500 Employees

10% of CRMSDC MBEs have 100 or more employees

29% have 11 to 100 employees

60% have 1 to 10 employees

CRMSDC MBEs Years in Business

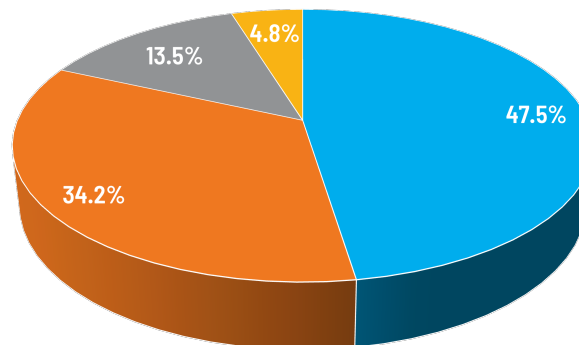


81% have been in business for 5 years or more

55% have been in business for over 10 years

24% have been in business for over 20 years

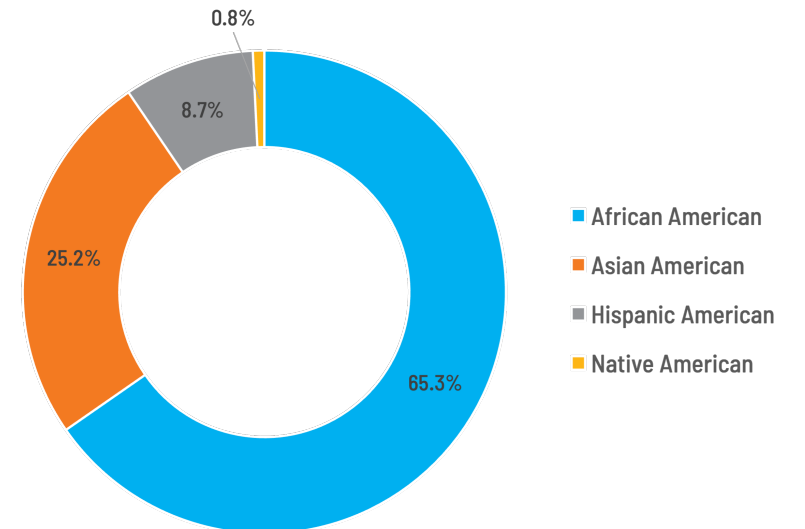
CRMSDC MBEs by Class / Revenue



■ Class 1 (< \$1M) ■ Class 2 (\$1M - \$10M) ■ Class 3 (\$10M - \$50M) ■ Class 4 (> \$50M)

52% of CRMSDC MBEs have annual revenues over \$1 million

MBE Owners by Ethnicity



■ African American
■ Asian American
■ Hispanic American
■ Native American



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

CERTIFICATION

Our core product for 51 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:

- Dawn Dunlop | BAE Systems, Inc.
- Claïresse Jackson | Mission Technologies
Huntington Ingalls Industries
- Jill Patrick | AARP
- Muriel Garr | Truist Bank
- Errol Taylor | CRMSDC
- Christine Bivens | CRMSDC
- LaToya Moore | CRMSDC



Our **“Fast Facts”** analysis highlights our MBEs by class/revenue, years in business, and number of full-time employees.



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OUR INNOVATION

VIRGINIA MBDA WEBINARS

MBE CEO PANDEMIC RECOVERY ACADEMY

HOTCHAT

Doing Business with Federal Agencies: U.S. Department of Agriculture (USDA)

Join us for a virtual discussion on Thursday, January 19, 2023 from 1PM - 2PM EST



REGISTER NOW
www.mbda-virginia.com/news



MODERATOR
Tommy L. Marks
Director
Virginia MBDA Business Center



PANELIST
Michelle E. Warren
Deputy Director
Office of Small and Disadvantaged Business Utilization (OSDBU)
U.S. Department of Agriculture

Intro to SBIR Funding - \$4B America...
SMALL BUSINESS INNOVATION RESEARCH & SMALL BUSINESS TECHNOLOGY TRANSFER

Intro to SBIR Funding: \$4B America's Seed Fund

LIVE WEBINAR

REGISTER NOW
THIS EVENT IS FREE

August 10, 2023
1PM - 2PM

www.mbda-virginia.com/news

LIVE WEBINAR

Supporting the **Service-Disabled Veteran-Owned Small Business (SDVOSB) Program**

REGISTER NOW
THIS EVENT IS FREE

DATE: 11.09 THURSDAY
HOUR: 1PM - 2PM EST

www.mbda-virginia.com/news

MODERATOR
Tommy L. Marks
DIRECTOR
VIRGINIA MBDA BUSINESS CENTER

PANELISTS
James C. Lloyd
STRATEGIC COMMUNICATIONS
PROGRAM MANAGER
ARMY OFFICE OF SMALL BUSINESS PROGRAMS

Charles Lambert
CARTER-LAMBERT DIVISIONS, LLC

Samuel Brown
PACKETEX, LLC

1,000+ Small & Medium Businesses Served via Webinars



Some cool perks



- No equity – vs VC -- and, not a loan
- IP retention – vs “work for others”
- Credibility from Federal Government’s evaluation
- Phase 3 “sole source” possibility to gain entry to fed acquisitions



Access to Capital with M&T Bank: Financing Business Growth

Join us for a virtual discussion on Tuesday, March 14, 2023 from 1PM - 2PM EST

REGISTER NOW
www.mbda-virginia.com/news

PRESENTS: Access to Capital with the DC Department of Insurance, Securities and Banking (DISB)

Join us for a virtual discussion on Thursday, May 11, 2023 from 1PM - 2PM EST

Our panelist will be discussing the small business access to capital programs provided through DISB. Attendees will be provided information on the types of capital and how to secure it, small business lending alternatives, programs offered through DC BizCAP, and what to consider when applying for business loans.

REGISTER NOW

DISB DISB.dc.gov

MODERATOR
Tommy L. Marks
Director
Virginia MBDA Business Center

PANELIST
Aaron Fenwick
SBA's Program Administrator
Business Access
Department of Insurance, Securities and Banking

This event is FREE

REGISTER NOW



VIRGINIA

www.mbda-virginia.com/webinar-replays



Transform Your Business

MBE CEO PANDEMIC RECOVERY ACADEMY

Brought to you by



Watch 3 Exciting
Seasons of HotChat
featuring guests like



HOTCHAT
MINORITY BUSINESS CONNECTIONS

with Capital Region Minority Subarea Development Council CVRRC BUSINESS, INC. BY ORDER OF COUNCIL

“WHY SHOULD GUYS HAVE ALL THE FUN?”

A CONVERSATION WITH

HOST SHARON R. PINDER & LOIDA LEWIS

President & CEO | Capital Region MSDC

Chair, The Reginald F. Lewis Foundation
Author, “Why Should Guys Have All the Fun?”



Full Episodes are available at
www.crmsdcares.com/podcast

@crmsdc YouTube

Listen on
Apple Podcasts

Listen on
Google Podcasts

Listen on
Spotify

Special Thanks to Anna Hakobyan



The goal of **Intentionally Inclusive** is to enable diverse suppliers to be a partner of choice for AstraZeneca by working closely with the organization to build relationships, explore opportunities for collaboration and uplift their capabilities.

The program launched on October 10, 2023 with the following MBEs:

- Ampcus
- BlueChip Visual Communications
- Quality Biologics
- SRB Communications
- Trinity Sterile
- Be Equitable
- LISnextGen

Special Thanks to Vernice Lewis



FOUNDATIONS MBE ACADEMY

Foundations, sponsored by Exelon, is preparing to launch its 2024 program in partnership with CRMSDC, EMSDC and CMSDC. Foundations is a 6-month academy-type project geared to providing MBEs with the opportunity to gain knowledge and resources regarding the utility industry. The co-hort of businesses will complete modules that include topics on safety, industry forecasts/trends, marketing, non-traditional opportunities, business ethics, estimating/value assessment, contracts and negotiations.

Special Thanks to Jon Suber & April Cimorelli

FORWARD *by* MassMutual

Forward is MassMutual's diverse business program designed to help 175 diverse businesses grow and scale through an executive training course and mentorship. MassMutual collaborated with Dartmouth College Tuck School of Business program to provide an executive educational experience. CRMSDC recommended 25 MBE's for this program.



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MEETING** ²⁰/₂₃

Special Thanks

Hilton

Simone
Ray

Zillion
Technologies

Anthony
Irudhayanathan

BAE SYSTEMS

Diane
Dempsey

AMPCUS
collaboration redefined

Ann
Ramakumaran

SAIC

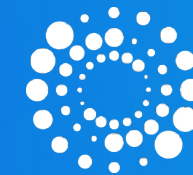
Rita
Brooks

BOLANA
Facility Curators

Valarie
Dock

MONUMENTAL

Kimberly
Marcus



iHealth Innovative
Solutions

Deon
Norals



Capital Region
Minority Supplier
Development Council



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

ANNUAL **BUSINESS** **MEETING** 20 23



ANNUAL
**BUSINESS
MEETING** 20
23

OUR OUTREACH

ANNUAL MBE INPUT COMMITTEE BREAKFAST
SUPER MATCH MAKER CONFERENCE
ANNUAL BUSINESS GOLF CLASSIC
NMSDC ANNUAL CONFERENCE & EXCHANGE
MEET ME AT THE HILTON RECEPTION
2023 DAY ON THE HILL

ANNUAL
MBE INPUT COMMITTEE
Breakfast

WEDNESDAY
APRIL 12 2023
 8:30A-12:00P



Capital Region
 Minority Supplier
 Development Council



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

HOST SPONSOR



EVENT SPONSORS



PIVOTALPOINT



RANDY CLARKE

General Manager & CEO
 Washington Metropolitan
 Area Transit Authority
 (WMATA)



Growth & Operational Excellence

MODERATOR

Sonya Hopson
 President & CEO
 Sage Services Group, LLC

Q & A

Nasra Abdi
 Co-Founder & CEO
 ACI Solutions

PANELISTS

Mercedita Roxas-Murray
 CEO
 Montage Marketing Group

Ralph Bazilio
 Chairman & CEO
 Bazilio Cobb
 Associ

Renard Marable
 President
 Premier
 Internat
 Inc.



2023 SUPER MATCHMAKER CONFERENCE



MAY 25, 2023

GUEST SPEAKER
DR. RANDAL PINKETT
 ENTREPRENEUR, INNOVATOR,
 DEI EXPERT & AUTHOR

**THE PERSONAL CASE FOR DEI:
 WHAT'S IN IT FOR ME?**



Corporate Roundtable
DISCUSSIONS

One-on-One MATCHMAKER
SESSIONS

INDUSTRY-FOCUSED
Hot Topic
PRESENTATION

Supplier of the Year Awards

Attend for a chance to **WIN! \$100** SOUTHWEST AIRLINES GIFT CARD and more great giveaways.

GET TICKETS crmsdcmatchmaker.vfairs.com

SUPER MATCHMAKER CONFERENCE

THURSDAY
MAY 25
2023

9AM - 10-2PM




THIS IS A VIRTUAL EVENT

TEE-UP & CHIP-IN



MON SEPT 18 2023 **NOV 3**
The Country Club at Woodmore
12320 Pleasant Prospect
Mitchellville, MD 20721

 Continental Breakfast

 Golf Tournament

 Golf Clinic

 Networking & Awards Luncheon

 Prizes & more!

Get Tickets Today

www.crmsdc.org

SAVE 10%

Use Code EarlyBird10

THRU AUGUST 25*

**Single, Foursome & Clinic Only.*

\$250
Single Player Golf Ticket

\$900
Foursome Golf Ticket

\$150
Golf Clinic Fee

\$75
Luncheon Only Ticket



CLOSE THE GAP

Highlights from the NMSDC's Annual Conference & Exchange

CRMSDC'S IMPACT

CLOSE THE EQUITY GAP

NMSDC ANNUAL
Conference
& Exchange

MED
Week
2023
CELEBRATING 40 YEARS



16

SPONSORSHIPS SECURED

GOAL: 5

EXHIBIT BOOTHS SOLD

GOAL: 15

31



150+

VOLUNTEERS RECRUITED



CLOSE THE EQUITY GAP

NMSDC ANNUAL
Conference
& Exchange

MED
Week 2023
40 YEARS

OCT 22-25, 2023 BALTIMORE

IMPACT LABS | MONDAY, OCT 23 | 10:00A – 10:45A

THE ASSAULT ON AFFIRMATIVE ACTION

How Supplier Diversity Can Survive



Sharon R. Pinder

President & CEO, Capital Region MSDC



Franklin Lee

Partner
Tydings Law Firm



Nigel Stephens

Principal
Phoenix Strategies, Inc.



Diane Sumpter

CEO
DESA, Inc.



Sarah C. von der Lippe

Pro Bono Chief Counsel
MBELDEF

Register Today at nmsdcconference.org

CLOSE THE EQUITY GAP

NMSDC ANNUAL
Conference
& Exchange

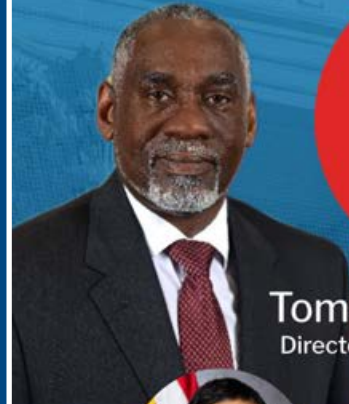
MED
Week 2023
40 YEARS

OCT 22-25, 2023 BALTIMORE

IMPACT LABS | MONDAY, OCT 23 | 10:00A – 10:45A

FEDERAL AGENCY EQUITY ACTION PLANS

to advance equity in federal contracting opportunities for MBE's



Tommy Marks

Director, Virginia MBDA Business Center



Darlene Bullock

Director
U.S. Department of
Homeland Security (DHS)
Office of Small and
Disadvantaged Business
Utilization (OSDBU)



Shannon Jackson

Director
Office of Small and
Disadvantaged Business
Utilization (OSDBU)
U.S. Department of
Health and Human Services



Ron Pierce

Director
Office of Small and
Disadvantaged Business
Utilization (OSDBU)
U.S. Department of Energy

Register Today at nmsdcconference.org



Capital Region
Minority Supplier
Development Council



Meet Me *at the* Hilton

OCT
24
2023
7P-9P

Hilton
Baltimore
Inner Harbor

Featuring

Red Carpet Networking

Music by DJ Tanz

Chanté Moore *Live*

RMSDC PUBLIC POLICY PROJECT DAY ON THE HILL

OCTOBER 26, 2023





ANNUAL
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OUR WINS

**WASHINGTON BUSINESS JOURNAL
SUPPLIER OF THE YEAR WINNERS
WINS ACROSS THE NETWORK**

WASHINGTON
BUSINESS JOURNAL

T H E L I S T

2023

LARGEST BUSINESS ADVOCACY
GROUPS IN GREATER D.C.

Capital Region Minority
Supplier Development Council

RANKED #7

Largest Business Advocacy Groups in Greater D.C.

7

Capital Region Minority Supplier Development
Council

10750 Columbia Pike

#200

Silver Spring, MD 20901

301-592-6700

crmsdc.org

WASHINGTON
BUSINESS JOURNAL



ANNUAL
BUSINESS
MEETING 2023

WE MADE THE LIST FOR THE 5TH YEAR IN A ROW

2023 SUPPLIER OF THE YEAR WINNERS!



MELISSA DALEY
CEO AND PRESIDENT



MERCEDITA ROXAS-MURRAY
CEO



BEN SKYLES
CEO



FIROZ LALJI
CHAIRMAN AND CEO



Congratulations to ProSource360 for their Regional Win!

We were rooting for them during the the National Supplier of the Year awards ceremony at NMSDC's Annual Conference.

ProSource360
CONSULTING SERVICES



Social Driver Wins National Minority Marketing and Communication Firm of the Year Award



WE ARE NATIONAL WINNERS!

CLOSE THE GAP

NMSDC ANNUAL
Conference
& Exchange

CONGRATULATIONS!

Hilton

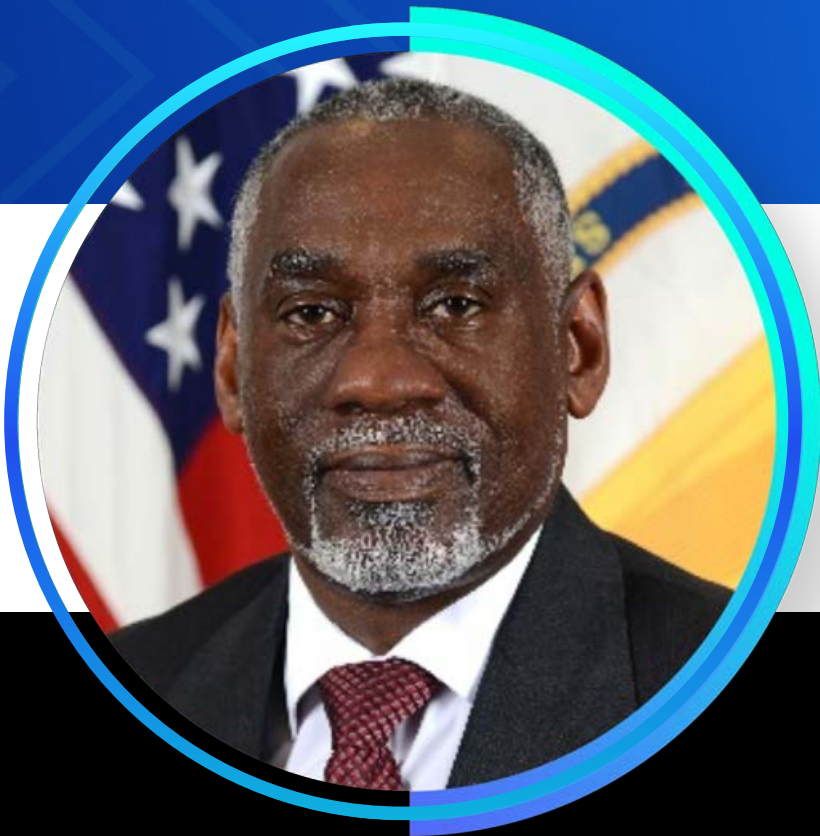
CORPORATION OF THE YEAR

ANNUAL REVENUE UP TO \$10 BILLION

Doing Business with the Virginia MBDA Business Center



ANNUAL
**BUSINESS
MEETING** 20
23



Tommy Marks

Vice President & COO, CRMSDC
Director, Virginia MBDA Business Center



VIRGINIA MBDA BUSINESS CENTER



PERFORMANCE MEASURES & GOALS	YEAR 1	YEAR 2	YEAR 3	TOTAL
Period of Performance: Jul 2021–Jun 2026	2021–2022	2022–2023	2023–2024	TO DATE
Number of MBEs Served	150	156	38	344
Gross Revenues Generated	\$41.7M	\$90.6M	\$0.840M	\$133.14M
Value of Financing, Capital & Bonding	\$6.0M	\$50.0M	-	\$50.6M
Capacity Building Engagements	N/A	100	15	115
Number of Jobs	473	332	27	832

\$2M
—
5 YEARS

**Growing Minority
Businesses through
Technical Assistance**

VIRGINIA MBDA BUSINESS CENTER

MBDA Rural Supplement Grant w/Virginia State University

\$183K

We have been awarded a one-year grant to provide technical assistance to rural businesses.

Pending implementation



Capital Readiness Program Grant

CRMSDC's Capital Readiness proposal was successfully awarded \$3M over the next 4 years by the US Department of Commerce, MBDA.

CRMSDC will create an ecosystem to provide technical assistance to advance and improve capital readiness for socially & economically disadvantaged individuals (SEDIs).

This initiative will be led by Sonya Bigelow-Smith & team who will collaborate with our strategic partners to include a host of HBCUs, MSI's and capital access providers across the region.

\$3M

A special thanks to the Board of Directors and MBEs who wrote letters of support.

REMARKS FROM THE MBE INPUT COMMITTEE



ANNUAL
**BUSINESS
MEETING** 20
23



Sonya Hopson

Chair, MBE Input Committee



MBE INPUT COMMITTEE LEADERSHIP TEAM

Sonya Hopson
Chair

Sanjiv Teelock
1st Vice Chair
Lead, CEO
Roundtable

Nasra Abdi
2nd Vice Chair

**Mercedita
Roxas-Murray**
Secretary/Treasurer

Renee Sandford
Lead, Community
Service Committee

Harris Floyd
Lead Legislative
Affairs Committee

Simone Tyner
Lead
Communications

CEO ROUND TABLE

Growth and
Operational
Excellence

Month	Topics	Speaker(s)
January	2023 Introduction, CEO challenges (2 questions)	MBEIC, Open Mic
February	Positioning for growth by being well capitalized and working with SBA lenders	Orvin Kimborough CEO, Midwest Bankcentre
March	MBEIC Cyber Security Taskforce	
April	Overcoming Business Challenges	Open Quarterly Discussion
May	Establishment of Human Capital Development Task Force	Joey Price, Jumpstart: HR Sandra Marley, LPR International
	HR Resources	Ted Wright, Employ Prince George's Jennifer Spencer Heilman, MTIB UMBC
Jun	Open Discussion with Financial Institutions	
July	Sales and Marketing Excellence	Sanjiv Teelock and Martin Messier, Xceede Solutions
August	Ideal Customer Profile, Buyer Personas, and MBE Partners Researching your Targets Networking at the Conference	Sanjiv Teelock
September	Ready, Set, Win NMSDC Conference Preps Navigating the exhibit hall Preparing your elevator pitch How do you stand out at the conference	Wendy Archer and Sonya Hopson

COMMUNITY SERVICE COMMITTEE

Entrepreneurship, Education and Underserved



Entrepreneurship



Support Bowie State University Students in their annual pitch competition.



Coordinated the collection and packaging of personal care products for Paul's Place.



Education



Collected and distributed 313 fully stuffed backpacks to students throughout DC, MD, and VA.



Underserved



Collected and distributed books written by authors of color for elementary students.



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LEGISLATIVE AFFAIRS COMMITTEE

Supported preparations for the 10/26 Day on the Hill. MBEs participated in meetings with Members of Congress and their staff from DC, Maryland and Virginia.

Supported MBE Night in Annapolis.

Attended opening Sessions for the Virginia Assembly.

Supported Prince George's County Advocacy Day.

Drafted a Guide Sheet for MBEs on engaging with legislators.

Invited to a roundtable with Dir. Lott, to share successes and concerns with DDOT DBE and CBE program. Identified the barrier of the limit of awarding contracts at the \$250k level for DC funded projects.

Coordinated a meeting with Delegate Nick Charles to discuss small business issues. The new administration used their support to change small business set aside policy. Total set aside starting Oct. will be \$100k.

Working with Prince George's County Council leadership to establish guaranteed quick pay for locally based, county based small businesses (upon receipt or within 15 days from properly submitted invoices).

Lisck: Putting together a portfolio of locally based businesses, statewide MBEs to be in front of Blue Line.



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LOOK AHEAD

MBEIC Goals & Objectives for 2024

1

Create opportunities through programs and partnerships to help MBEs get financed.
(Loans/Grants/Investments)

2

Create opportunities through programs and partnerships to help at least 15 MBEs to grow beyond their current category.
(Growth = Revenue or Expansion of their team)

3

Engage more of our Corporate Partners in our programming and support.

JOIN US!!!



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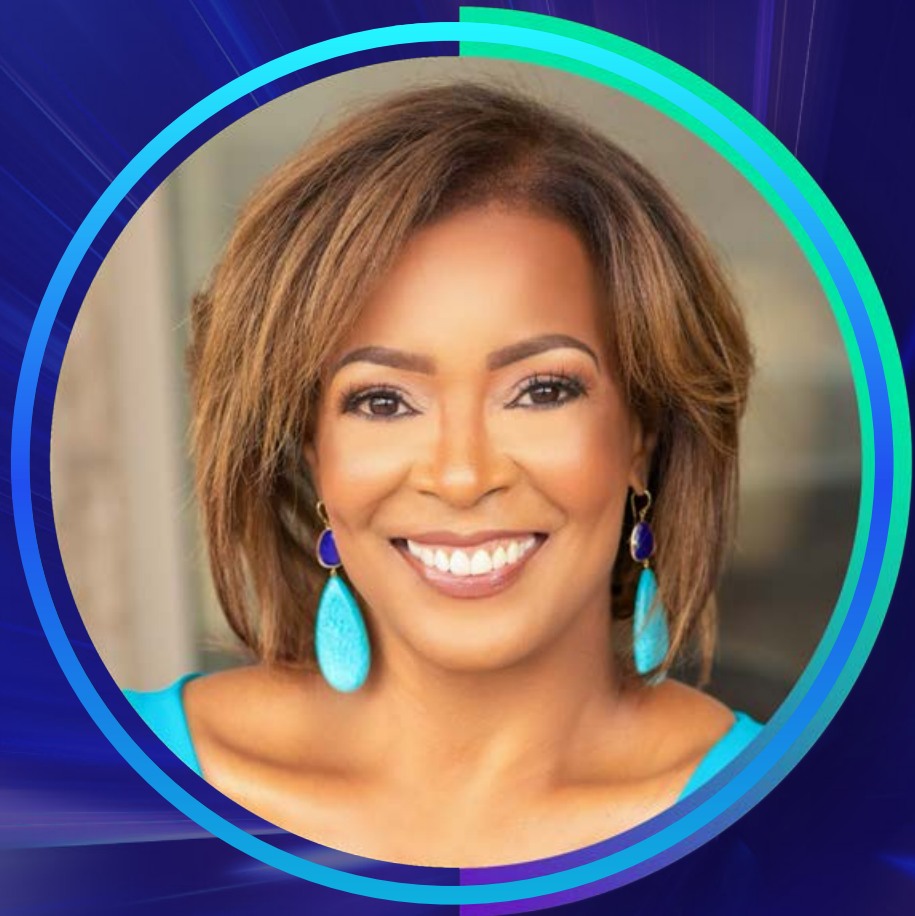


Capital Region
Minority Supplier
Development Council



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

ANNUAL **BUSINESS** **MEETING** 20 23



MASTER CLASS PRESENTATION

Valencia A. McClure

President, Pepco Region



pepcoSM

AN EXELON COMPANY

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MASTER CLASS

**Valencia A.
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23





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Q & A

HOT TOPIC DISCUSSION

The Assault on Affirmative Action



**Sharon R.
Pinder**

President & CEO
Capital Region MSDC



**Franklin
Lee**

Partner
Tydings Law Firm



**Nigel
Stephens**

Principal
Phoenix Strategies, Inc.



**Anthony
Robinson**

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President, MBELDEF

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Q & A



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23

CERTIFICATE PRESENTATION TO NEWLY

**CERTIFIED
MBEs**

Congratulations & Welcome!



Capital Region
Minority Supplier
Development Council



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

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THANK YOU

STAY SAFE.
STAY CONNECTED.

www.crmsdc.org | www.mbda-virginia.com

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 Capital Region Minority Supplier Development Council

Annual Business Meeting Survey

SHARE YOUR THOUGHTS

- › Open Camera
- › Scan Code
- › Complete Survey

