



2024 CRMSDC

Super MatchMaker Conference

FEATURING THE

MBDA CAPITAL READINESS SUMMIT

MONDAY **JUNE 17** 2024
8:30 AM - 3:00 PM

HOST



Bowie State University Student Center



Capital Region Minority Supplier Development Council



CRP Capital Readiness Program
Powered by the Minority Business Development Agency

ONE DAY. UNLIMITED OPPORTUNITIES!



Corporate Roundtables



One-On-One Meetings
(Post Conference)



Networking Opportunities



Hot Topic Discussions



CRP Finance Hub of Lenders

PLUS SUPPLIER OF THE YEAR WINNERS  EXCITING GIVEAWAYS & MORE!

Investing in a Diverse Future

At MassMutual®, our **commitment to supplier diversity** is real and ambitious, and it starts now. Find out how we're empowering diverse businesses through our collaborations and knowledge-sharing. Because we're always better together.

[MassMutual.com](https://www.massmutual.com)

 MassMutual





2024 Supplier Diversity Summit

September 18–19

Come meet with and hear from Capital One leaders and industry experts. We've added an Expo this year and are bringing back the Marketplace!



Registration opens June 3rd
capitalonesupplierdiversitysummit.com

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MBE SIGNATURE



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DELIVERING THE ESSENTIAL

MBE SILVER



2024 CRMSDC
Super MatchMaker Conference
 FEATURING THE
MBDA CAPITAL READINESS SUMMIT

AGENDA

MONDAY, JUNE 17, 2024 | 8:30 AM-3:00 PM



8:30A-9:30A

REGISTRATION

WISEMAN BALLROOM

CONTINENTAL BREAKFAST & NETWORKING

9:30A-12:00P

PLENARY SESSION

THEATER - MAIN STAGE

WELCOME AND INTRODUCTIONS



Sharon R. Pinder
 President & CEO
 Capital Region Minority Supplier
 Development Council



Ann Ramakumaran
 1st Vice Chair, CRMSDC
 Board of Directors
 CEO, Ampcus Inc.



Sonya Hopson
 Chair, MBE Input Committee
 President & CEO,
 Sage Services Group



Tommy Marks
 Director
 Virginia MBDA Business
 Center



Uma Hiremagalur
 Director
 Capital Readiness Program
 MBDA



HOST SPONSOR
Dr. Aminta Breaux
 President
 Bowie State University



GAVEL PRESENTATION
Shakira Garcia
 Immediate Past Chair,
 CRMSDC Board of Directors
 National Director Supplier
 Diversity and Sustainability
 Caesars Entertainment

9:55A

FEATURED SPEAKER

TARRUS RICHARDSON

Founder & CEO
IMB Partners



Mr. Richardson is the Founder and CEO of IMB which was started in 2010. He has 25 years of private equity experience, has invested over \$500 million of capital and completed over 20 platform buyouts and add-on acquisitions.

Prior to IMB, Tarrus co-founded ICV Partners, a \$440 million minority-owned private equity firm from 1998-2010 and worked at JLL Partners, a private equity firm with over \$2 billion of AUM, and Citibank (formerly Salomon Brothers).

Tarrus is the founder of the Council of Urban Professionals (CUP), a top leadership development and networking organization based in New York and Los Angeles and a founding board chair of All Star Code, a leading non-profit focused on helping boys of color code.

Mr. Richardson received a BS in Accounting from Purdue University (where he has served as the Purdue Black Alumni President and as Student Body President) and an MBA from Harvard Business School, where he was a Robert Toigo Fellow.

10:45A

RAFFLE PRIZES

10:50A

BREAK

10:55A

FEATURED SPEAKER

DR. ANIRBAN BASU

Chairman & CEO
Sage Policy Group



The Good, The Bad, & The Ugly

Has the Federal Reserve successfully engineered a soft landing? Or, is the confluence of geopolitical conflict, a presidential election, rising consumer debt levels, and still high interest rates conspiring to produce economic downturn in 2024? It is difficult to know whether 2024 will be a good year – but one thing is clear – it will be a very interesting one. This presentation will supply in-depth analysis of major factors shaping economic outcomes, including interest rates, global conflict, wage dynamics, business confidence, and demographics. It will then turn toward a forecast for the coming year, highlighting the major risks that economic stakeholders will likely encounter.

Dr. Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., a Baltimore-based economic and policy consultancy he founded in 2004. He serves the Chief Economist function for many organizations, including the Maryland Bankers Association and Associated Builders and Contractors. The Baltimore Business Journal named him one of the region's 20 most powerful business leaders in 2010. In 2022, he entered the Daily Record newspaper's Circle of Influence. He is the Distinguished Economist in Residence at Goucher College, where he teaches History of Economic Thought. He holds four graduate degrees, including a J.D. and a Ph.D.

11:55A

RAFFLE PRIZES

12:00P-1:00P

NETWORKING LUNCHEON

WISEMAN BALLROOM



SUPPLIER OF THE YEAR AWARDS

Tomaneci Waller Day

Chair, Nominations Committee, CRMSDC Board of Directors
Sr. Manager, Supplier Diversity and Sustainable Procurement
T. Rowe Price

View Finalists on page 8



CAPITAL READINESS PROGRAM

Sonya Bigelow-Smith

Director
Capital Readiness Program



ROUNDTABLE INSTRUCTIONS

Joan Hairston

Director, Corporate Services
CRMSDC

1:15p-2:50p

CORPORATE / CAPITAL READINESS ROUNDTABLES

WISEMAN BALLROOM

CAPITAL READINESS ROOM

We have scheduled four 20-minute intervals for MBEs to engage with potential corporate partners. After the event, each of our 25 corporations will invite a minimum of 5 MBEs for follow-up one-on-one meetings to cultivate valuable relationships and identify future opportunities.

Session 1

1:15P
TO
1:35P

Session 2

1:40P
TO
2:00P

Session 3

2:05P
TO
2:25P

Session 4

2:30P
TO
2:50P

5 min

5 min

5 min

You may also visit the Capital Readiness Room to speak with our financial partners about your current and future capital needs.

2:55p-3:00p

CLOSING REMARKS

WISEMAN BALLROOM

Sharon R. Pinder and Ann Ramakumaran

A SPECIAL THANK YOU to the following organizations for bringing opportunities for partnership and growth to our network of MBEs.



[CLICK TO VIEW SOURCING OPPORTUNITIES](#)

CAPITAL READINESS ROOM FINANCE HUB OF LENDERS

This year, we're introducing an exciting new feature: the Capital Readiness Program's Finance Hub. It's a dedicated space where financial partners will be available to discuss your current and future financial needs. A combination of major banks, CDFIs, special funders, and more will be represented. This is a unique opportunity to establish relationships and add to your group of key advisors—make sure to visit!



Powered by the Minority Business Development Agency

www.crmsdc.org/crp



CRMSDC

★ 2024 SUPPLIER OF THE YEAR AWARDS ★

GOOD LUCK TO ALL OF OUR FINALISTS!

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THOMAS & WYNTER

SHERIKA WYNTER
CEO

www.thomasandwynter.com

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ELIZABETH KEMP CAULDER
PRESIDENT & CHIEF BRAND STRATEGIST

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THOMAS SANCHEZ
CEO & FOUNDER

www.socialdriver.com

CLASS 3 NOMINEE

ProSource360
CONSULTING SERVICES

BEN SKYLES
CEO

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ABOUT

CRMSDC



Capital Region
Minority Supplier
Development Council

The Capital Region Minority Supplier Development Council (CRMSDC) is a not-for-profit economic development organization supporting growth in Maryland, the District of Columbia, and Northern Virginia through programs and services that help corporations enhance the diversity and innovation of their supply chains. CRMSDC connects corporate members to well established, certified minority-owned business enterprises.

We accomplish this through a rigorous process of certifying that MBE suppliers are at least 51% owned, controlled and operated by ethnic minorities; providing educational programs and advice to certified businesses; and finally, creating strategic opportunities for corporate members and certified MBEs to connect for the purpose of doing business.

CRMSDC was established in 1972. It is one of 23 regional affiliates of the National Minority Supplier Development Council, the only nationally recognized MBE certifying authority. CRMSDC is headquartered in Maryland.

CRMSDC also operates a U.S. Department of Commerce Minority Business Development Agency (MBDA) Business Center. The Virginia MBDA Business Center, helps minority-owned firms create jobs, compete in the global

economy and grow their businesses. Plus, we recently added the Capital Readiness Program which assists SEDIs through targeted support, resources and training to foster entrepreneurship, create jobs and enhance economic resilience in high-growth industries.

CRMSDC remains the region's only mega-center of economic development exclusively for minority businesses, offering MBEs the most comprehensive array of resources and services in the country.

OUR MISSION & VISION

CRMSDC provides its corporate members and certified MBE suppliers with a thriving ecosystem that fosters opportunities for partnership and growth.

CRMSDC acts as a catalyst for this network by providing progressive programs and developing events that (1) assist our MBE suppliers to develop their capabilities and their inherent entrepreneurial spirit, thus making them better prepared to engage with our corporate members; (2) serve our corporate members by helping to ensure the success of their supplier diversity programs; (3) cultivate relationships between our corporate members and MBE suppliers; and finally (4) advance the U.S. economy through successful MBEs who provide jobs and pay taxes.



Capital Region Minority Supplier Development Council

CERTIFY

Examine and investigate each MBE, verifying its viability, its practices and its capacity for growth.



DEVELOP

Assist and enable MBEs in expanding their visions and their capabilities to meet the needs of corporate members.



METHODOLOGY



Introduce and facilitate a mutually beneficial business relationship between MBEs and corporate members.

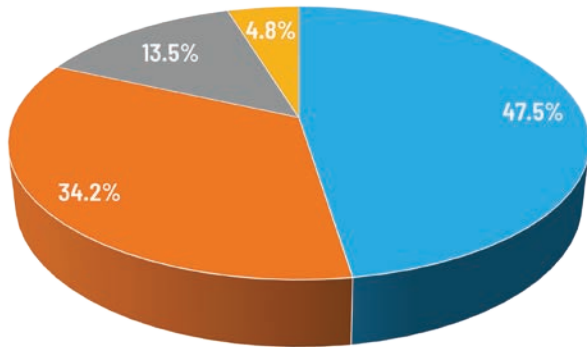
CONNECT



Promote and strengthen a universal understanding of the value of minority supplier development.

ADVOCATE

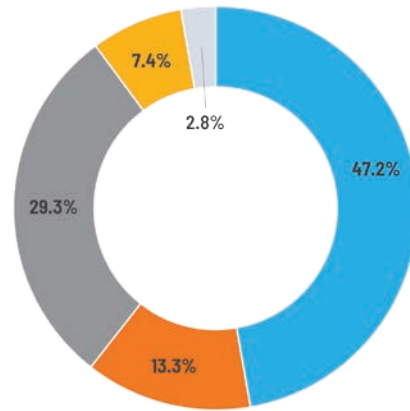
MBEs by Class / Revenue



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

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

Number of Full-Time Employees



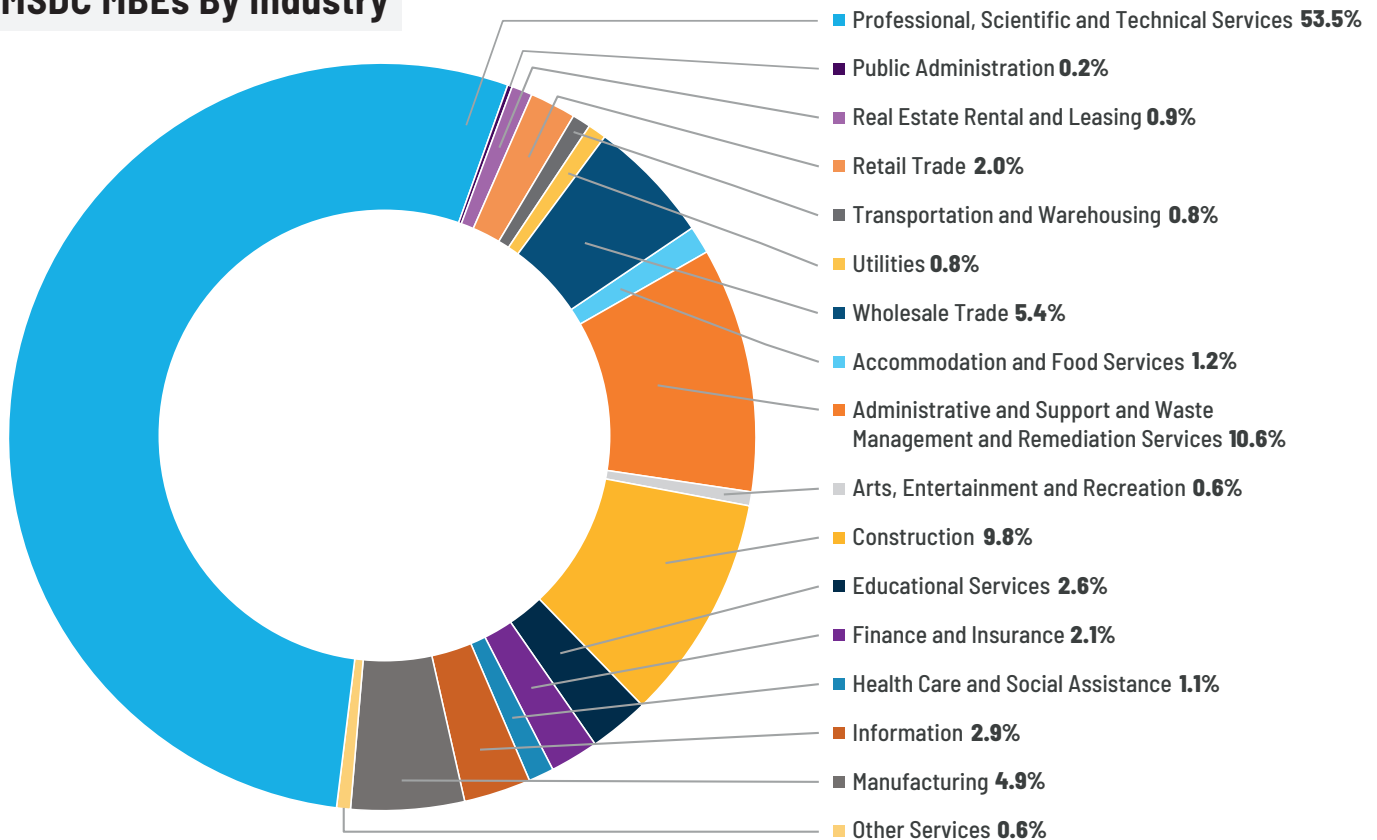
■ 1-5 Employees ■ 6-10 Employees ■ 11-100 Employees
■ 101-500 Employees ■ >500 Employees

10%
of CRMSDC MBEs
have 100 or more
employees

29%
have 11 to 100
employees

60%
have 1 to 10
employees

CRMSDC MBEs By Industry



2024 CORPORATE MEMBERS





**Capital Region
Minority Supplier
Development Council**

BOARD OF DIRECTORS

Executive Committee

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

Sharon R. Pinder
President & CEO
Capital Region Minority Supplier
Development Council

Ann Ramakumaran
1st Vice Chair
CEO
Ampcus Inc.

Allison Kube
2nd Vice Chair
Special Advisor
Supplier Diversity Manager
Capital One

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

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
Program Director CIS
Corvias Infrastructure Solutions

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

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

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

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

Directors

Kimberly N. Ayers
Director, Supplier Diversity
AARP

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

Martha Crawford
Small Business Liaison Officer/
Supplier Diversity Manager
Lockheed Martin

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

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

Anthony Irudhayanathan
1st Vice Chair, MBE Input Committee
President & CEO
Zillion Technologies, Inc.

Claire Jackson
Small Business Liaison Officer
HII Mission Technologies
Huntington Ingalls Industries

Gwen Johnson
Manager, Supplier Diversity Program
Parsons

Wande Diakite Leintu
Principal, Supplier Diversity
Amazon

Vernice Lewis
Director, Diverse Business
Empowerment
Exelon Corporation

Y. Maria Martinez
Special Secretary
Governor's Office of Small, Minority
& Women Business Affairs

Necole Parker
CEO
ELOECN Group, LLC

Simone Ray
Director, Corporate Procurement
& Supplier Diversity
Hilton Supply Management

Mercedita Roxas-Murray
Secretary, MBE Input Committee
Founder and CEO
Montage Marketing Group, LLC

Kim Sams
Supply Excellence Manager
McCormick & Company, Inc.

Shaun Smith
Small Business Liaison Officer
Leidos, Inc.

Jon Suber
Supplier Diversity Lead
MassMutual

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

Carla Undurraga
Sector Manager and SBL0,
Global Supplier Diversity Programs
Northrop Grumman Corporation
Defense Systems Sector

Robert L. Wallace
President & CEO
BITHGROUP Technologies, Inc.

CRMSDC Team



Capital Region
Minority Supplier
Development Council

Sharon R. Pinder
President & CEO

Tommy Marks
Vice President & COO

Christine Bivens
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

Errol Taylor
Director, MBE Services

Virginia MBDA Business Center Team



Tommy Marks
Director

Claudia Barrera
Business Analyst

Owen Jackson
Business Consultant

Tracey Wiley
Business Consultant

Alice Williams
Business Consultant

Capital Readiness Program Team



Sonya Bigelow-Smith
Director

Amanda Beale
Program Coordinator

CRMSDC MBE Input Committee Executive Team

Sonya Hopson
Chair
Sage Services Group, LLC

Nasra Abdi
2nd Vice Chair
AfGlobe Communications, Inc.
dba ACI Solutions

Sanjiv Teelock
1st Vice Chair
Xceede Solutions

Mercedita Roxas-Murray
Secretary/Treasurer
Montage Marketing Group

SAVE THE DATE

SEPTEMBER 16, 2024 ANNUAL BUSINESS GOLF CLASSIC

The Country Club at Woodmore
Mitchellville, Maryland

OCTOBER 20-23, 2024 NMSDC NATIONAL CONFERENCE & EXCHANGE

Atlanta, GA

NOVEMBER 2024 LEADERS AND LEGENDS AWARDS

FEATURING THE TOP 100 MBEs®

DECEMBER 4, 2024 CRMSDC ANNUAL BUSINESS MEETING

FIRST FRIDAY, MONTHLY MBE INPUT COMMITTEE CEO ROUNDTABLE

8:30 am - 9:30 am | Virtual
Share your successes and challenges, brainstorm
new ideas, and partner with other MBE CEOs

SECOND TUESDAY, MONTHLY MBE INPUT COMMITTEE MONTHLY MEETING

8:00 am - 9:00 am | Virtual
This group of certified MBE representatives
provides counsel and recommendations
to ensure that programs and projects
implemented by CRMSDC are relevant and
supportive of minority business development.

Visit www.crmsdc.org
for up-to-date information on all events & meetings.

Sign up to
receive
news from
CRMSDC





Capital Region
Minority Supplier
Development Council

LET'S TALK BUSINESS

CERTIFY · DEVELOP · CONNECT · ADVOCATE

Corporate Membership and MBE Certification Has Its Privileges



To find out more information about CRMSDC, please:

CALL
301.593.5860

CLICK
www.crmsdc.org

EMAIL
membership@crmsdc.org

@crmsdc



The seas of business growth are difficult to navigate.

WE CAN BE **YOUR COMPASS!**



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

Operated by the Capital Region
Minority Supplier Development Council



Elevating Virginia's
Minority Businesses
by helping our clients
create jobs &
generate revenues

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“ Capital is to business what fuel is to an engine. It's the lifeline that keeps operations running, drives growth and propels innovation. ”

CRP Capital Readiness Program

Powered by the **Minority Business Development Agency**

The Capital Readiness Program (CRP), a groundbreaking initiative under the American Rescue Plan, is dedicated to empowering small businesses through targeted support, resources and training.

The CRP aims to foster entrepreneurship, create jobs, and enhance economic resilience in high-growth industries.

Our strategic partnerships with higher education institutions, chambers of commerce, resource organizations and funding partners will enable us to provide access to broader networks, exposure to emerging markets and access to capital to empower financially savvy, procurement-ready, and competitively viable socially and economically disadvantaged individuals (SEDIs).

Serving Small Businesses across MD/DC/VA



CONTACT

10750 Columbia Pike, Suite 200
Silver Spring, MD 20901
hellocrp@crmsdc.org

[f](#) [@](#) [X](#) [in](#) [v](#) [@CRMSDC](#)

Sonya Bigelow-Smith
Director

Amanda Beale
Program Coordinator



Capital Region
Minority Supplier
Development Council



CAPACITY BUILDING

Provides technical assistance and curricula to support the launch and development of scalable and investable businesses through Incubators and Accelerators.



ACCESS TO CAPITAL

Offers technical assistance for state SSBCI programs and other government initiatives promoting entrepreneurship and broadening access to startup capital. This includes facilitating investor meetings, pitches, demo days, crowdfunding, and other capital introduction events.



ACCESS TO NETWORKS

Provides resources and programs to connect underserved entrepreneurs with mentors, coaches, service providers, subject matter experts, and peers who can address specific challenges.



EMERGING MARKETS

Identifies and cultivates opportunities in burgeoning industries, empowering small businesses to thrive in the global economy.



Driven to deliver advanced solutions

BAE Systems recognizes the roles small and diverse businesses play in creating advanced capabilities for our customers.

baesystems.com/supplierdiversity

BAE SYSTEMS



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Learn more at

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IMAGINE NEXT





Pearson



Pearson is committed to building relationships with diverse-accredited suppliers who share our values — and to reflect these values in our learning solutions.





WGL SUPPLIER DIVERSITY PROGRAM



Washington Gas' Supplier Diversity Program plays a vital role in our ability to achieve excellence for all of our stakeholders and the communities we serve. In honoring our commitment to supplier diversity, we have developed initiatives that serve to expand and build upon relationships with diverse suppliers as well as increase their opportunities for growth and enhancement.

STRIVE FOR 35 FUND



Facilitated through our strategic partner, Prince George's Financial Services Corporation First (FSC First), the Strive for 35 Fund provides **lending opportunities** for diverse-owned Maryland-based suppliers who are interested in working in the natural gas industry. This creates an opportunity for Washington Gas to offer a solution for what is often considered a barrier, securing working capital for diverse suppliers.

GET INVOLVED



To apply or learn more about the program, please contact **FSC First**



You may also contact Delan Johnson, Senior Manager, Washington Gas at delan.johnson@washgas.com.

ZONES DELIVERS IT SOLUTIONS AND SERVICES WITH A COMMITMENT TO DIVERSITY.

For over **35 years**, Zones has been delivering comprehensive **IT** solutions and services globally. Our focus on Cloud and Data Center, Networking, Digital Workplace, and Security services can streamline operations, optimize workflows, and enhance your bottom line. But at Zones, we're more than just IT experts - we're dedicated to promoting diversity and inclusion within the tech industry.

Our technology solutions are made to fuel your business's success with pre-sales and service delivery, **IT** procurement, and end-to-end project management that's second to none. Whether you're a small business or a large enterprise, Zones has the expertise and experience to provide the right solutions and services for your unique needs.

Contact us at supplier.diversity@zones.com or visit www.zones.com/mbe to get started.



Consider **IT** done.



Driving Impact Through Diversity

AARP is guided by a mission where unique views and values encourage collaboration, innovation and social change. Our commitment to diversity, equity and inclusion is reflected in our supply chain. Through our Supplier Diversity program, we partner with African American-owned businesses that bring fresh ideas and perspectives. This allows us to serve our diverse 50-plus population across America in a more impactful way.

Learn more about AARP's Supplier Diversity program at aarp.org/about-aarp/supplier-diversity.

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Our Supplier
Diversity & Inclusion
team is committed
to identifying
and promoting
partnerships with
Diverse-Owned
and Small Businesses
(DOSBs).

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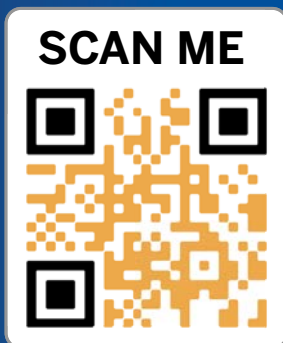
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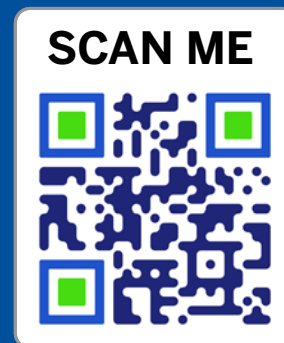
power on AMERICA

By Investing in Business Diversity Today,
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**What We Buy & Our
Category Managers**



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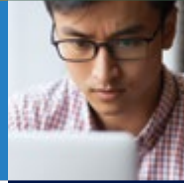
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Must be 21 years or older to gamble. Know When To Stop Before You Start.® Please play responsibly,
for help visit mdgamblinghelp.org or call 1-800-GAMBLER. ©2019, Caesars License Company, LLC.



T. Rowe Price

Supplier Diversity Program

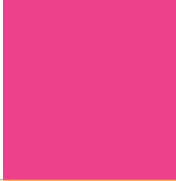


Building opportunity

T. Rowe Price aims to enhance diversity and foster stronger relationships amongst our suppliers in our supply chain. Scan the QR code to learn more.



Integrating inclusiveness



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202404-3491339



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



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Operated by the Capital Region Minority Supplier Development Council
In Partnership with the Carolinas-Virginia Minority Supplier Development Council



When you start with care, you get a different kind of bank.

Care isn't just what we do at Truist—it's who we are. We make sure people around us feel supported and more in control. We find out what's important to our clients, and make it important to us. We get involved in meaningful ways with our communities. Why? Because real connections and real care create better outcomes. Now that's powerful.

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