



# Leveraging Your Certification with Prince George's County

---

Presented by:  
Eben Smith, Contract Compliance Officer,  
Prince Georges County, MD  
[www.princegeorgescountymd.gov](http://www.princegeorgescountymd.gov)



# Prince George's County Procurement Activity Snapshot

---

- In FY2011, Prince George's County spent \$207 million in procurement activities in the following areas:
  - Commodities & Services
  - Construction (Vertical & Horizontal)
  - Professional Services
  - Credit Card
- Of the \$207 million, \$81 million (39%) was spent with Minority Business Enterprises (MBE)



# What Is An MBE?

---

- Minority Business Enterprise (MBE) is a firm that is at least 51% owned by one or more minority individuals; and, whose management and daily operations are controlled by one or more such individuals.
- The County legislation defines minority individuals as those from the following groups:
  - African-Americans
  - Asian Americans
  - Females
  - Hispanic Americans
  - Native American



# Minority Business Development Division (MBDD) (Who We Are And What We Do)

---

- Our mission is to maximize procurement opportunities with Prince George's County registered certified Minority Business Enterprises (MBEs) as suppliers, prime contractors, and subcontractors of superior products and services to the citizenry of Prince George's County. We accomplish this by:
  - Promoting and serving as an advocate for the MBE community, as well as, advocating equity in County and other private procurement matters;
  - Acting as a resource in developing entrepreneurial capabilities in the minority communities and serving as a resource for non-minority firms aspiring to partner with minority firms;
  - Working in tandem with the Contract Administration and Procurement Division (CAP) to help achieve the County's established goal of 30% minority business participation on County procurements.



# Components of MBDD Program

---

- The MBDD program is comprised of five major components:
  - MBE Procurement Assistance;
  - Business Development;
  - Certification;
  - Education & Training;
  - Advocacy



# MBE Procurement Assistance

---

- To enhance the opportunities for MBEs to participate in the County's procurement, the following instruments are used:
  - Bonus Point System;
  - Mandatory Subcontracting;
  - Restricted Bids



# Business Development

---

- The MBDD is fully committed to the development of the minority business community. We provide the following services:
  - Advocacy
  - Procurement Opportunity Guidance
  - Seminars/Workshops



# MBE Certification

---

- MBDD accepts the MBE certifications from the agencies:
  - Maryland Department of Transportation (MDOT),
  - Washington Metropolitan Area Transit Authority (WMATA),
  - Maryland/District of Columbia Minority Supplier Development Council DC Supplier Council





# DBE Certification

---

- DBE program allows the County to receive grant funding from the U.S. Department of Transportation and allows DBEs to be qualified by the County.
- The Executive Director of MBDD serves as the DBE Liaison Officer, and is responsible for the implementation of the program.
- County accepts DBE Certification from MDOT, and requires proof of all such certifications obtained by DBEs.
- Firm must be a small business that does not exceed Small Business Administration's (SBA) size standard or \$19.57 million in gross annual receipts.



# Training and Outreach

---

- MBDD provides a series of outreach and training activities to support MBE's including:
  - Workshops and Seminars;
  - Business Expo's;
  - Vendors Days;
  - Joint Venture and Teaming for Prime and Sub-contractors;
  - Networking Events



# Where To Find Opportunities

---

- Contracting opportunities are posted on the County's website: [www.princegeorgescountymd.gov](http://www.princegeorgescountymd.gov)
- The County also advertises in local papers of record: Prince George's Post, The Sentinel and the Enquirer Gazette.
- Visit [www.princegeorgescountymd.gov/minoritybusiness](http://www.princegeorgescountymd.gov/minoritybusiness) and review our Opportunities Around The Beltway tab



# Next Steps

---

- Get certified;
- Register with Prince George's County and Complete the Bidder's List application;
- Identify your vendor commodity and service information;
- Obtain the FY12 County forecast;
- Get in the MBDD directory;
- Attend pre-bid conferences and network