

# Prince George's County

## Driving Opportunities & Growth For Small & Minority Businesses



# BRIEFING OVERVIEW – Driving Opportunities & Growth For Small & Minority Businesses

- I. What Did We Find (“The Discovery”)**
- II. What Have We Done (“The Fix”)**
- III. What Are The Results (“The Outcome”)**

# BRIEFING OVERVIEW – Driving Opportunities & Growth For Small & Minority Businesses

## THE DISCOVERY



# “THE DISCOVERY” – Driving Opportunities & Growth For Small & Minority Businesses

The Alsobrooks Administration, through the Office of Central Services, began its Commitment to Helping Minority Business Enterprises (MBEs) in December 2018 (FY2019).

**Within the first 90 days we discovered the following:**

- No Technology Platforms
- Fragmentation of Information
- No Visibility for Opportunities
- No Tools to Improve Capability of MBEs
- No Programs Exclusive to Small & Minority Businesses
- No Strategy to Increase Availability of MBEs
- No Real Performance Tracking



# BRIEFING OVERVIEW – Driving Opportunities & Growth For Small & Minority Businesses

## THE FIX



# “THE FIX” – DEPLOY NEW TECHNOLOGY

TO BEGIN THE CERTIFICATION PROCESS:



(CLICK HERE)

New Web-based System designed to make online registration, certification and vendor profile management simple and efficient for minority businesses.

Launched 2019



A screenshot of a web browser showing the CCS website. The address bar displays 'mypgc.diversitycompliance.com/?TN=mypgc'. The page features the CCS logo and the text 'Certification and Compliance System'. It includes the Prince George's County seal and a 'Log In' button. Below the main heading are three buttons: 'Certification & Compliance Registration', 'CCS System Training', and 'Account Access'. The registration button has sub-options 'Apply for Registration' and 'Search Registered Vendors'. The training button has a 'Training' sub-option. The account access button has a 'Log In' sub-option. The bottom of the screen shows a Windows taskbar with various icons and the date '12/7/2022'.

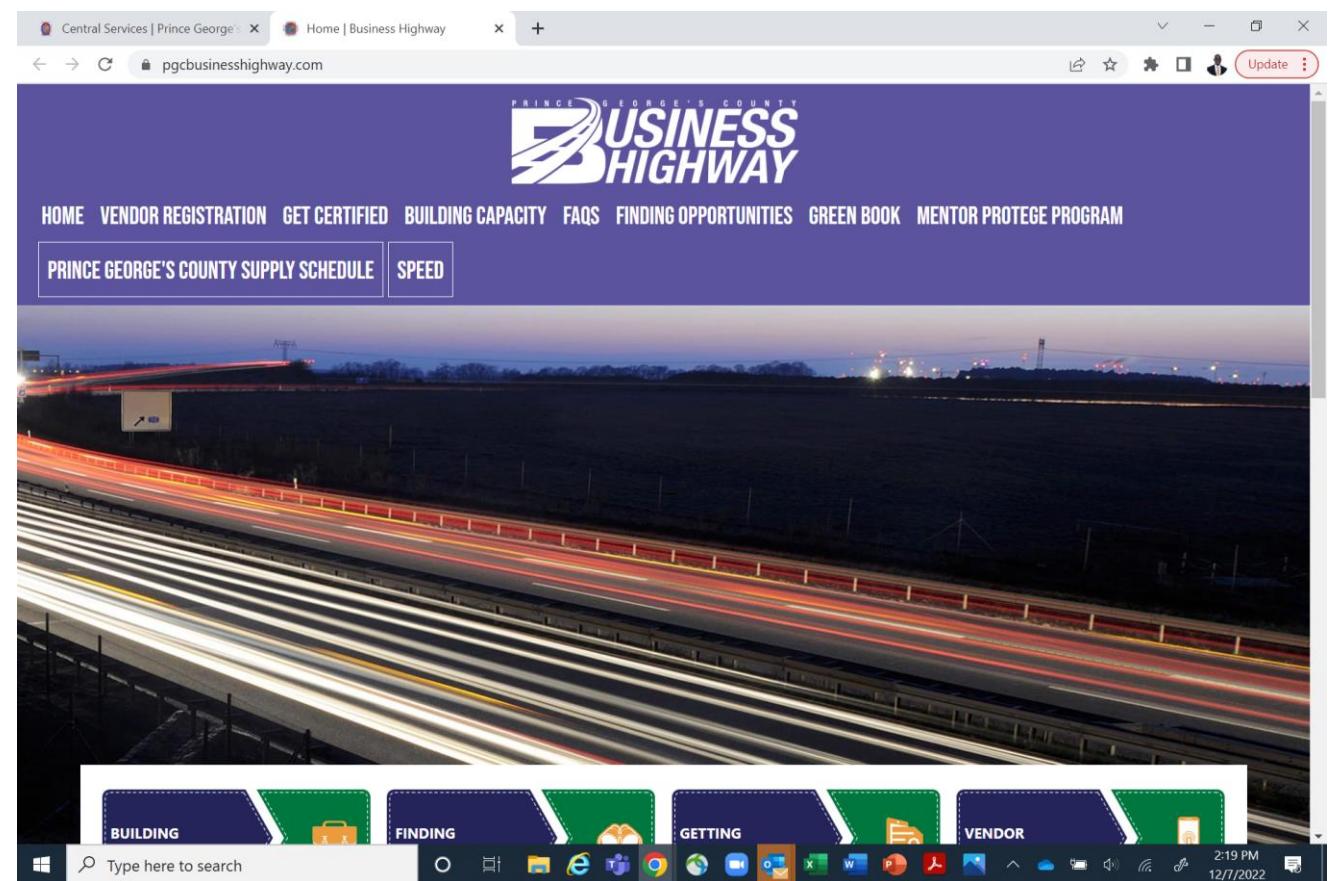


# “THE FIX” – ELIMINATE INFORMATION FRAGMENTATION



New Digital, Interactive One-Stop Portal that eliminates “piece-mill information” across multiple areas about the County procurement process and opportunities.

Launched: 2020



# “THE FIX” – DEPLOY NEW TECHNOLOGY



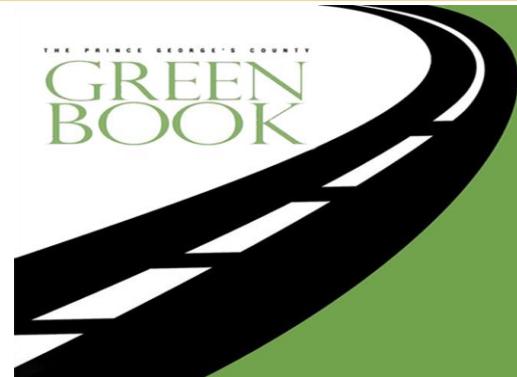
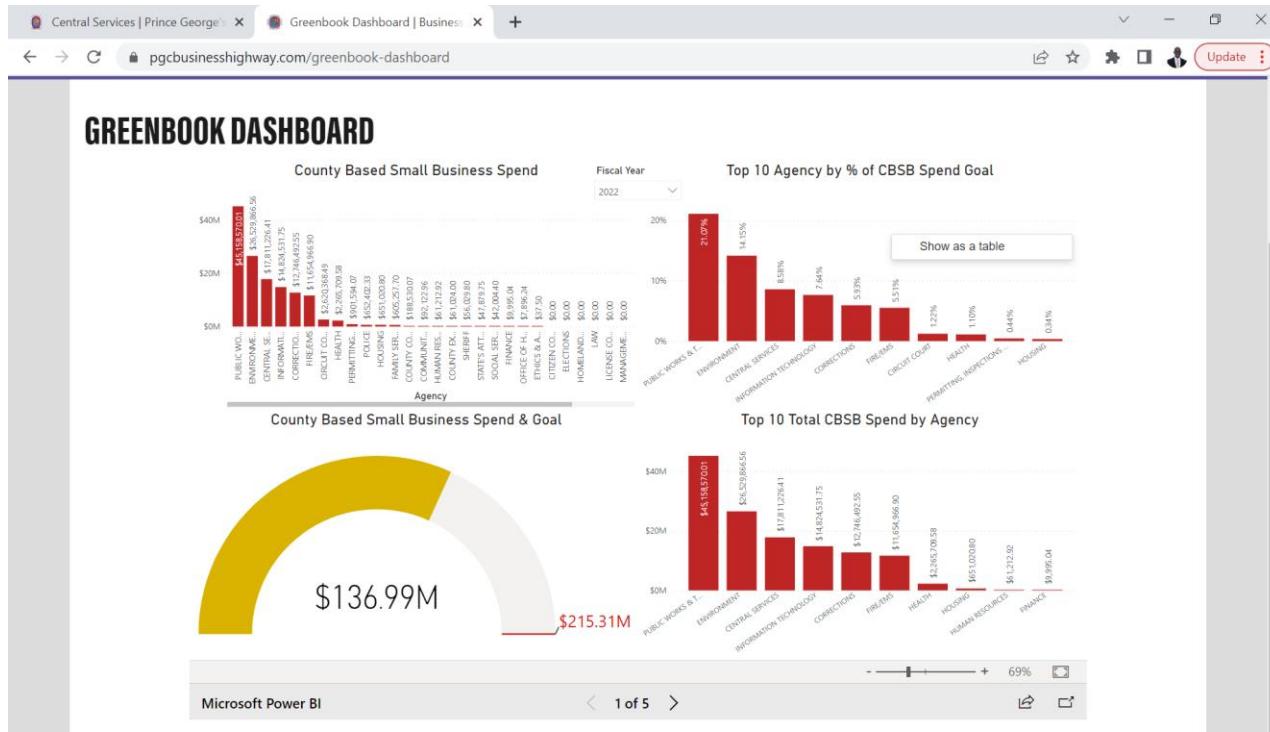
**New Electronic Procurement System  
providing a digitized, transparent  
platform for the entire procurement  
process from solicitation issuance to  
receipt/evaluation of bids to award and  
administration**

**Launched: 2020**

A screenshot of a web-based procurement system interface. The top navigation bar includes links for "HOME", "SOURCING", "CONTRACTS", and "SUPPLIERS". Below the navigation is a search bar with the placeholder "Search using Title, ID, or any other term". The main content area is divided into several sections: "Common Actions" (Create, Sourcing Request, Contract Request (Procurement), Knowledge Project, Manage, Sourcing Library, Supplier Knowledge, My Tasks), "News" (Company news content has not been configured by your system administrator), "My Documents" (My Documents, Watched Projects, Notifications), and "To Do" (a list of tasks with columns for Date, Status, and Title). A sidebar on the left shows "Recently Viewed" items. At the bottom, there is a search bar, a taskbar with various icons, and a system tray showing the date and time (12/22/2022, 2:29 PM).



# “THE FIX” – IMPROVE VISIBILITY TO OPPORTUNITIES

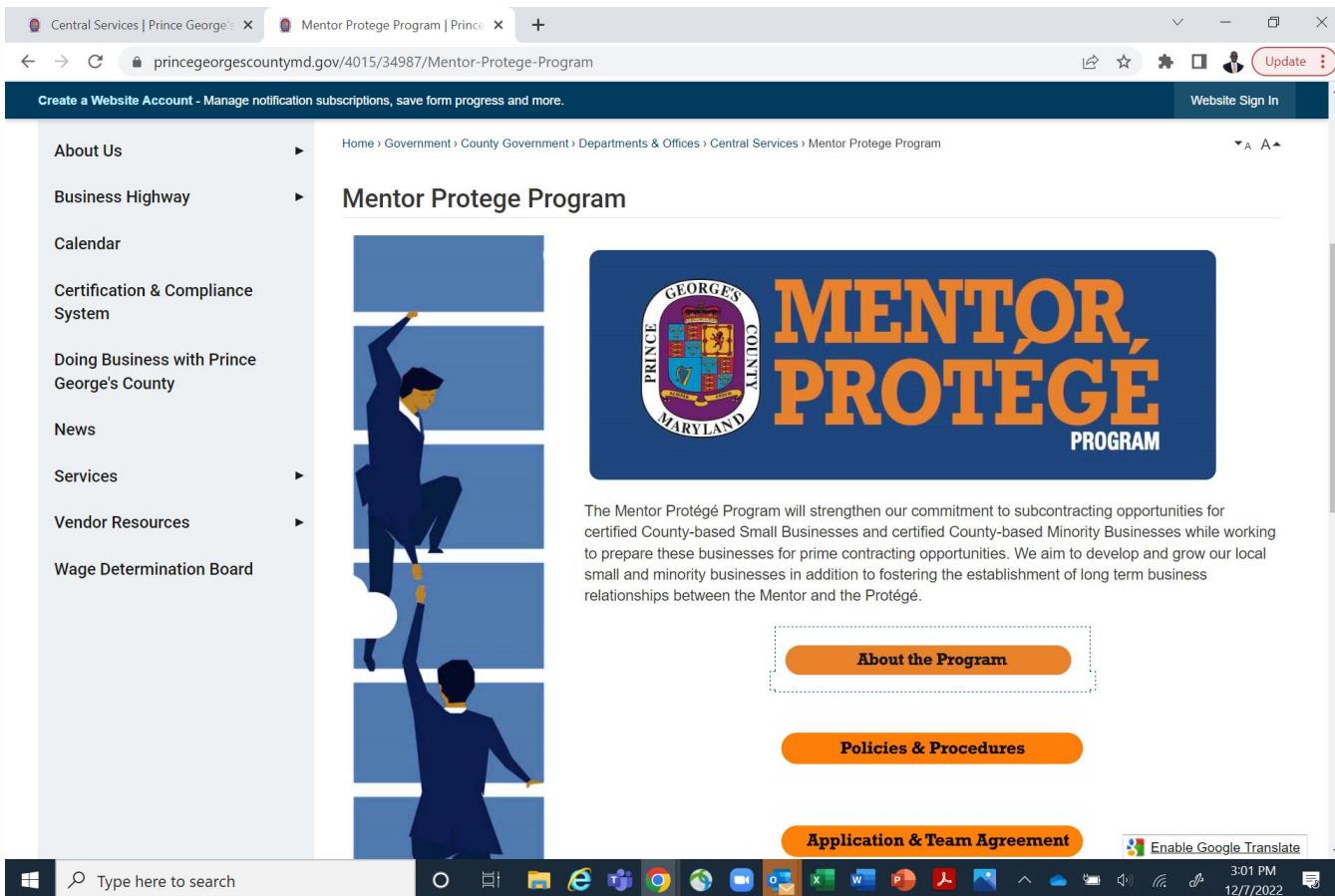


New Interactive Business-To-Government Digital Platform exclusive to County-Based Small Businesses and County-Based Minority Business Enterprises with the purpose of connecting them to millions of dollars in procurement opportunities within Prince George's County Government.

Launched: 2020/2021



# “THE FIX” – IMPROVE CAPABILITIES



The screenshot shows a web browser window for the Prince George's County Mentor Protege Program. The URL is [princegeorgescountymd.gov/4015/34987/Mentor-Protege-Program](http://princegeorgescountymd.gov/4015/34987/Mentor-Protege-Program). The page title is "Mentor Protege Program". The left sidebar contains links for About Us, Business Highway, Calendar, Certification & Compliance System, Doing Business with Prince George's County, News, Services, Vendor Resources, and Wage Determination Board. The main content area features a logo for "MENTOR, PROTEGÉ PROGRAM" with the Prince George's County seal. It includes a description of the program's purpose and three buttons: "About the Program", "Policies & Procedures", and "Application & Team Agreement". The Windows taskbar at the bottom shows various open applications and the date/time as 3:01 PM, 12/7/2022.

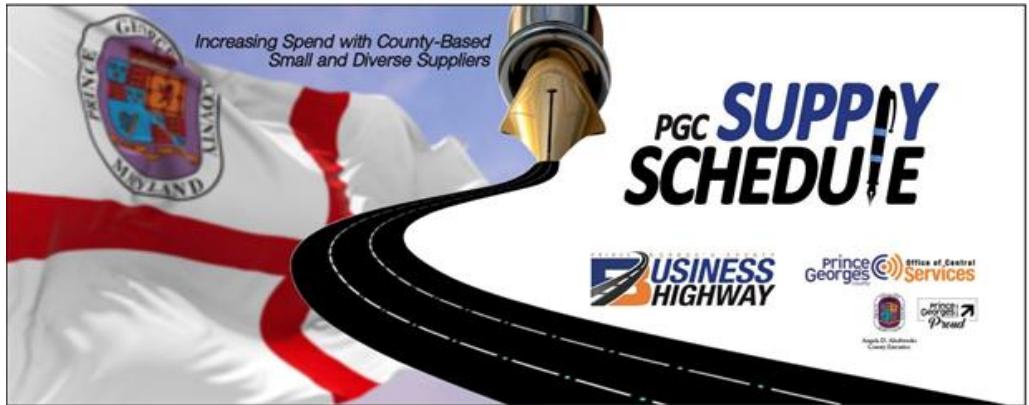


**New County-wide Mentor-Protégé Program aim to build financial, technical and overall performance capacity of our small and minority businesses through long-term formal relationships with generally large successful businesses.**

**Launched: 2021**



# “THE FIX” – INCREASE AVAILABILITY



**New County-wide Procurement Tool that will expand the availability of small and minority businesses through the creation of “GSA- like” Schedules for the provisioning of hundreds of goods and services, exclusively by Prince George’s County small and minority businesses at the “Prime Contracting Level”.**

Launched: 2022

A screenshot of a website for the PGC Supply Schedule. The header features the "PGC SUPPLY SCHEDULE" logo with a road graphic. A callout box on the right says "Directory of Approved Vendors by Category". Below the header is a list of categories: Financial Services, Management Consulting Services, Training Services, Temporary Services, Office Supplies, Furniture and Furniture Management Services, Marketing and Advertising Services, and Promotional Items. Each category is a link. At the bottom, a Windows taskbar shows the URL https://www.princegeescountymd.gov/4453/Directory-of-Approved-Vendors-by-Categor#tab2ffd5ee6-5750-4004-a1fb-caa7b09d2fda\_0. The taskbar also includes icons for search, file explorer, and other applications.

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## THE OUTCOME





# Prince George's County Small & Minority Business Contracting Highlights FY2022

**\$460M**  
Total Procurement Spend

**\$176M**  
Total Procurement Spend with  
Certified Small Businesses

**\$140M**  
Total Procurement Spend  
with Certified Minority Business  
Enterprises

**38.2%**  
Percentage of Small Business  
Procurement Spend

**30.5%**  
Percentage of MBE  
Procurement Spend

**47**  
Outreach Events Targeting  
Small & Minority Businesses

Prince  
Georges  
county  
Office of Central  
Services



Angela D. Alsobrooks  
County Executive

# “THE OUTCOME” – Driving Opportunities & Growth For Small & Minority Businesses

## Comparison At-A-Glance

	Prior Administration - <u>Baker</u> (FY18 – Last Full Year)	Current Administration - <u>Alsobrooks</u> (FY22)	Goals: Pursuant to County Code 10A-161 & 10A-162
Percentage of Small Business Procurement Spend	13%	38.2%	Small Business = 30%
Percentage of MBE Procurement Spend	14%	30.5%	Minority Business Enterprises = 20%



# THANK YOU

Jonathan R. Butler  
Director  
Office of Central Services  
December 14, 2022



**MIRINDA JACKSON**  
**MBE Compliance Manager**  
**for**  
**Prince George's County Council**

# Prince George's County Council Retreat

## National Harbor, MD

Wednesday, December 14, 2022  
1:45 pm – 3:00 pm

## Real Estate Development, Minority Business Enterprises (MBE), and PayGo



# Role of the Council's MBE Compliance Manager

- Serves as MBE Compliance Manager for Prince George's County Council
- Monitors the MGM National Harbor Project and other select Major Development Projects in the County
- Represents Council on various Committees (Project Labor Agreement (PLA), Boards (Financial Services Corporation (FSC First), and the Business Resource Coalition
- Works in collaboration with stakeholders in the County responsible for Economic Development



# MGM National Harbor- Major Functions and Duties

- Monitors the MGM National Harbor Project in accordance with the Community Benefit Agreement (CBA) - CR 68-2014, adopted July 23, 2014
- Reviews MGM National Harbor Annual Report and supporting documentation
- Coordinates MGM National Harbor Annual Outreach Event
- Monitors MGM's website to identify potential procurement opportunities
- Supports Chair of MGM Oversight Committee (coordinates annual meeting, develops agendas, prepares minutes, follow up, etc.)



# Major Development Projects

Participated in the negotiation of MBE Plans with Developers and monitor the following projects:

- Carillon
- Hampton Park
- Luminis Health
- Westphalia
- South Lake Project
- Gaylord National Harbor \*\*



Note: Projects are monitored utilizing quarterly reports, site visits, briefings, etc.

\*\* Project subject to the Contribution Agreement



# Thank You!!!

