

# 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:



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

**Launched 2019**

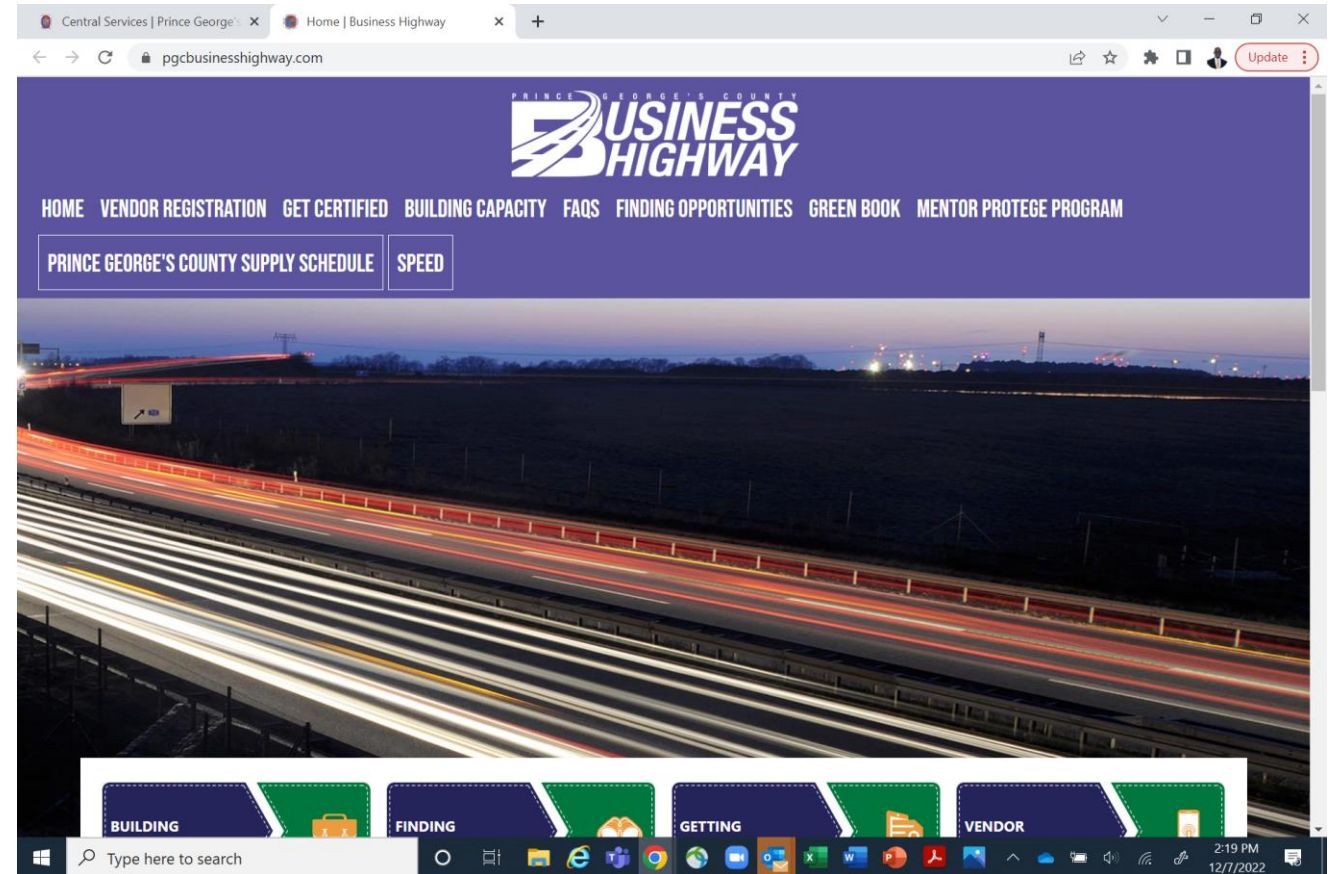


# “THE FIX” – ELIMINATE INFORMATION FRAGMENTATION



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

Launched: 2020

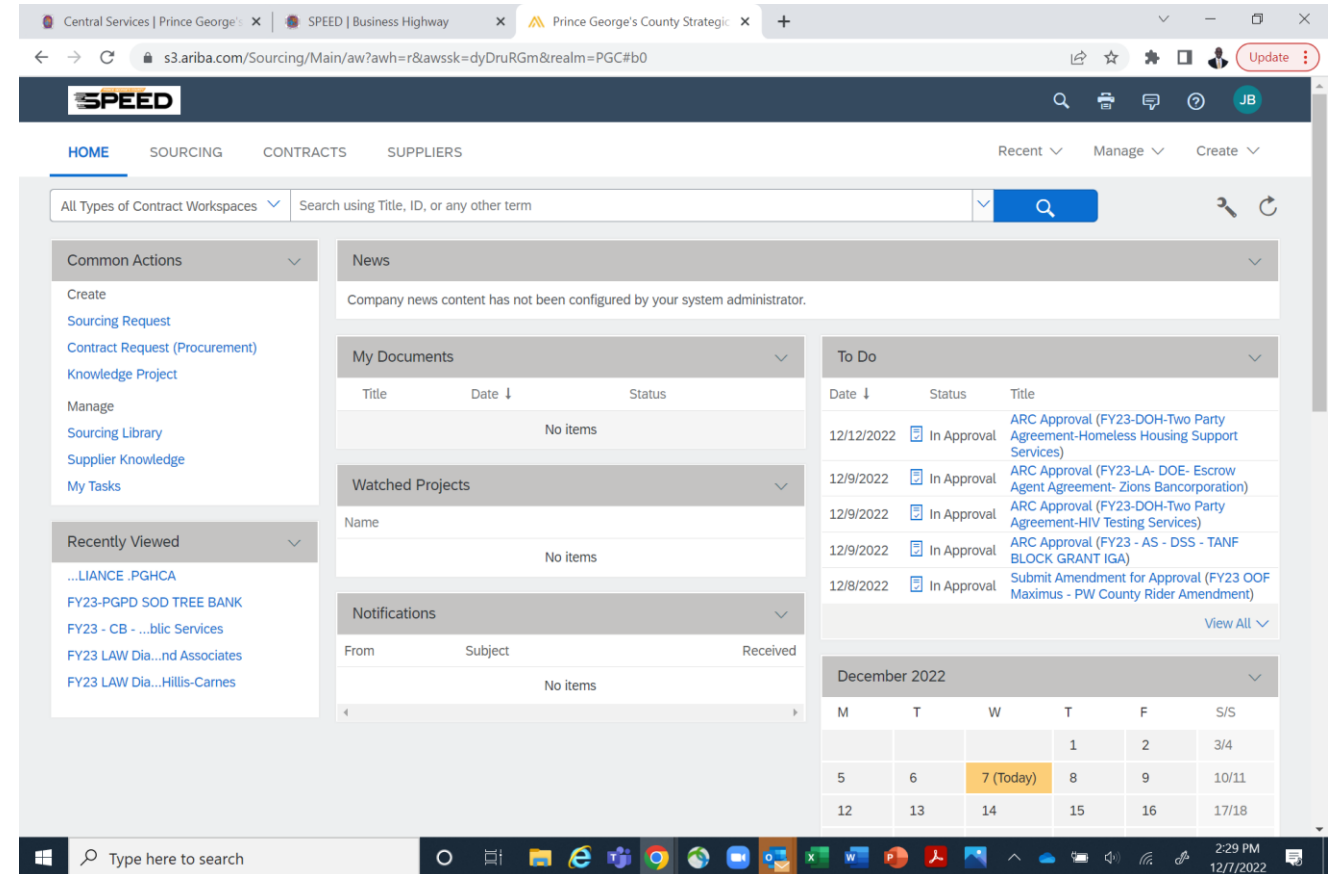


# “THE FIX” – DEPLOY NEW TECHNOLOGY

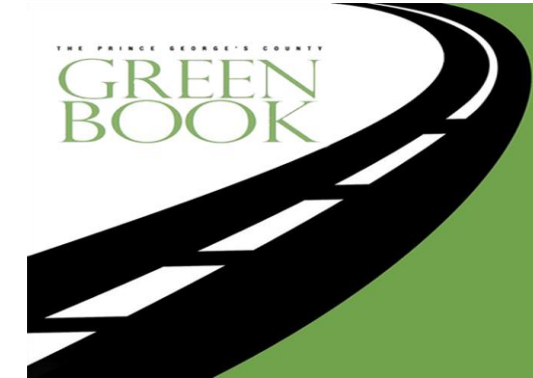
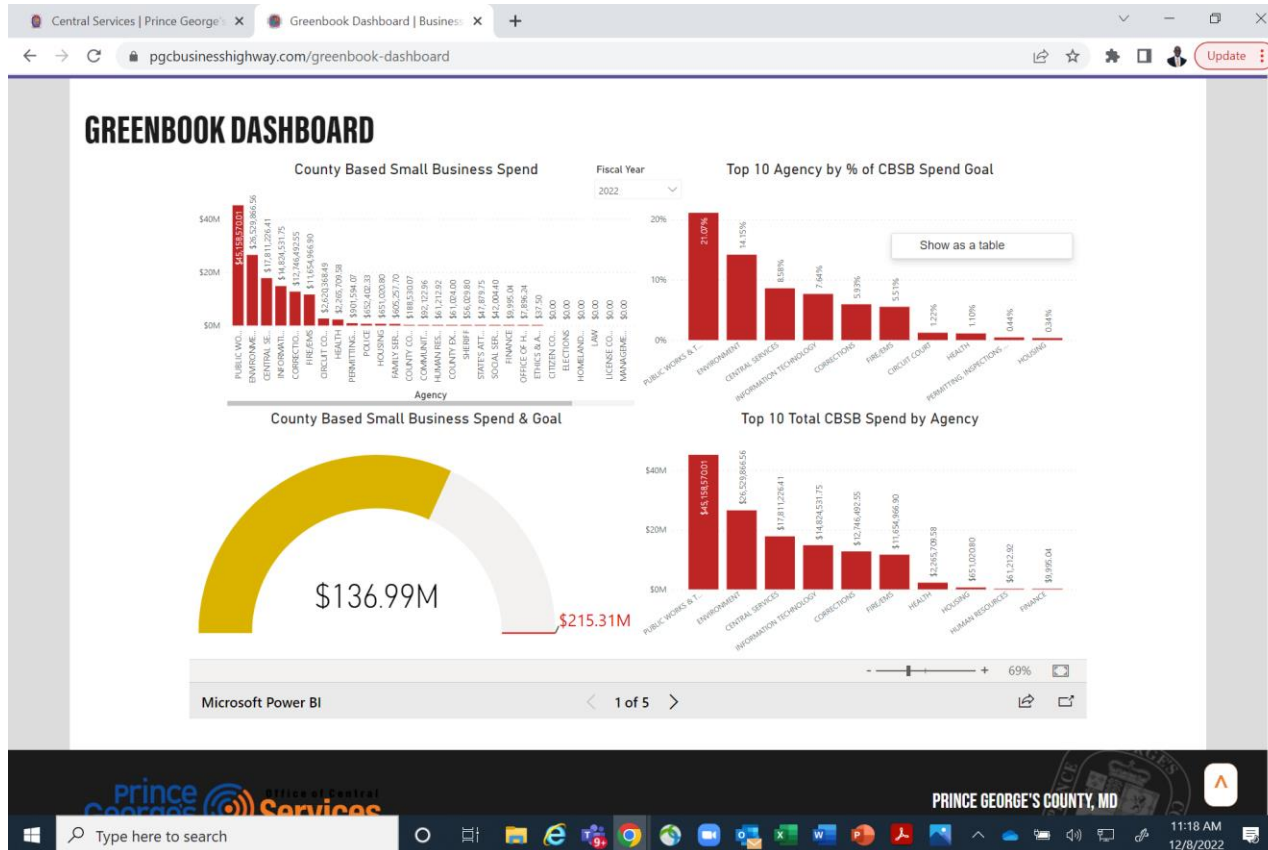


**New Electronic Procurement System providing a digitized, transparent platform for the entire procurement process from solicitation issuance to receipt/evaluation of bids to award and administration**

**Launched: 2020**



# “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**

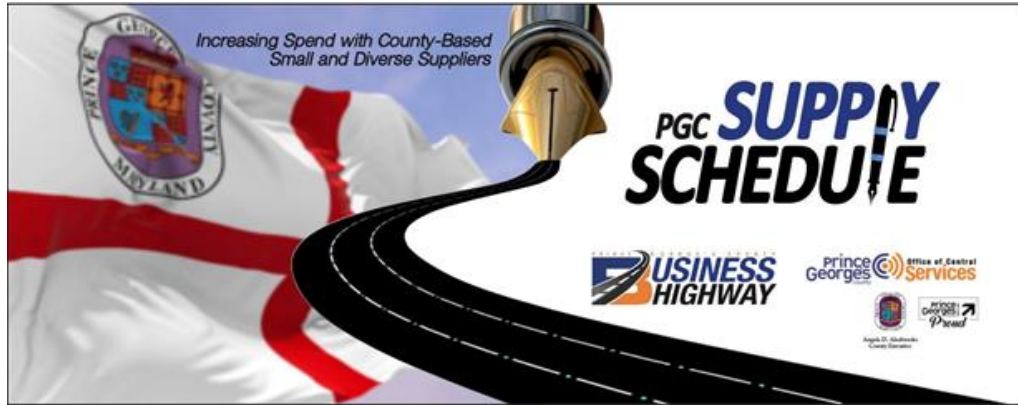
# “THE FIX” – IMPROVE CAPABILITIES



**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.**

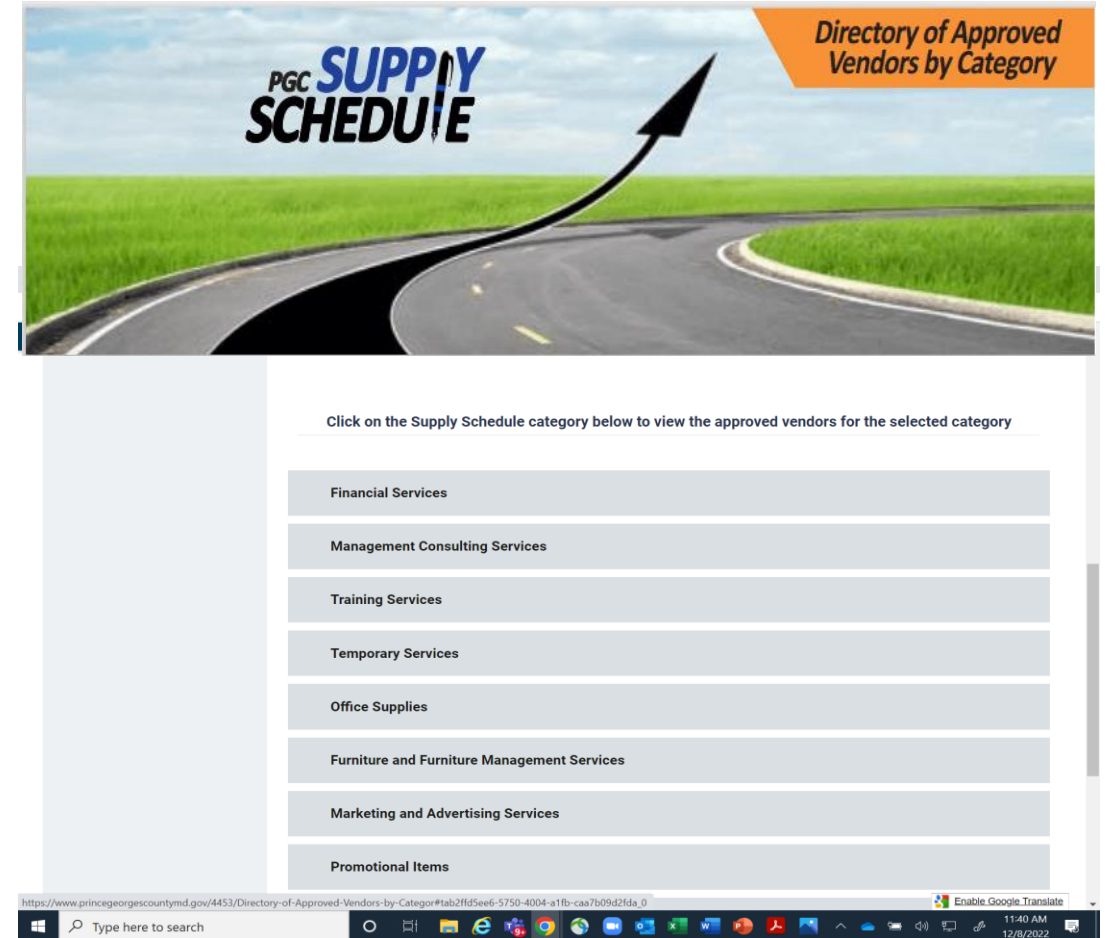
**Launched: 2021**

# “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**



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

## THE OUTCOME

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

**\$460M**

Total Procurement Spend

**38.2%**

Percentage of Small Business  
Procurement Spend

**\$176M**

Total Procurement Spend with  
Certified Small Businesses

**30.5%**

Percentage of MBE  
Procurement Spend

**\$140M**

Total Procurement Spend  
with Certified Minority Business  
Enterprises

**47**

Outreach Events Targeting  
Small & Minority Businesses

Prince  
George's  
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



Angela D. Alsobrooks  
County Executive

**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!!!

