

# MBDD NEWS



[www.princegeorgescounty.gov/minoritybusiness](http://www.princegeorgescounty.gov/minoritybusiness)

May 2012 • Volume 5, Issue 5



## County Executive Baker Awarded "Most Innovative Executive of the Year for Minority Business"

Prince George's County Executive Rushern L. Baker, III was awarded the 2012 "Most Innovative Executive of the Year for Minority Business" by the Maryland/Washington Minority Contractors Association (MWMCA) during their Ninth Annual 2012 Spring Business Showcase Expo at Martin's West in Baltimore. County Executive Baker received the award for his innovative approach to attracting and retaining minority businesses in Prince George's County.

He proudly accepted the award on behalf of the administration, as well as, the work of the Prince George's County Minority Business Development Division (MBDD) and the Prince George's County Economic Development Corporation (EDC).

"I want to thank the Maryland/Washington Minority Contractors Association for this incredible honor," said Baker. "Since taking office, my administration has focused on being innovative and aggressive in our economic development pursuits. Minority contracting is an important industry to the economy of the state and region, but their strength and ability to compete is critical to the Prince George's economy. My administration will continue to strive for innovation and improvement of services to the minority business community so they may grow, create jobs, and remain competitive."

Since taking office in December 2010, the Baker administration has implemented several innovative programs and system improvements that serve the minority business community.



## Prince George's County Executive Rushern L. Baker, III Discusses the Holistic County Government Approach to the Transforming Neighborhood Initiatives

Recently, my administration launched our Transforming Neighborhoods Initiative (TNI). This initiative focuses on six of the County's neighborhoods that face significant economic, health, public safety and educational challenges. TNI grew out of the last year's successful Summer Crime initiative after we evaluated the data and determined that we could have a greater impact by taking a more holistic approach to addressing the challenges faced by troubled communities.

The overarching goal of the TNI is to achieve a thriving economy, great schools, safe neighborhoods and high quality healthcare by utilizing cross-governmental resources in target neighborhoods that have significant and unique needs. Six areas of the County have been identified:

- East Riverdale / Bladensburg
- Hillcrest Heights / Marlow Heights
- Langley Park
- Glassmanor
- Kentland / Palmer Park
- Suitland / Coral Hills

Each neighborhood has a team of top government officials from numerous agencies who are working with these communities, including minority businesses, to identify issues that need to be addressed. TNI is an example of how my administration is rethinking how we serve the citizens of Prince George's County. The outcome will be a better functioning, more effective government with enhanced services throughout the County.

TNI is about uplifting our communities and the people that live in them. This initiative will not disappear after one month or a year. It will be a key focus of my administration from here on out. I am committed to making this County the best place to live, work, invest, and visit for every resident and I am confident that through this initiative we can make this vision a reality.

## MBDD RESTRICTS AUDIO VISUAL PROCUREMENT TO MBES

In keeping with our mission of maximizing procurement opportunities for Prince George's County registered certified Minority Business Enterprises (MBEs), MBDD was able to successfully "restrict" the Complete Audio/Visual Conferencing System county procurement. The County intends to contract with a qualified registered/certified Audio Visual MBE to provide equipment, installation and maintenance for both existing and future A/V systems in the County. The bid closing date is May 30, 2012 at 3:00pm.

For more information, please visit: <http://pgebid.co.pg.md.us/ebid/>



### Prince George's County Council Member Karen R. Toles Hosts CB-16-2011 Briefing and Business Mixer

*Council Member Toles explained how the new law, the first of its kind in the State of Maryland, provides a way for Project Labor Agreements to be used on County funded projects in excess of \$1 million.*

Several dozen local, small and minority business owners descended on The Training Source in Seat Pleasant, MD on May 2, 2012 to participate in the CB-16-2011 Briefing and Business Mixer regarding Project Labor Agreements (PLAs). The crowd, made up of small business owners, County officials and labor organizations, including DC Building Trades Council and Maryland State Pipe Trades Association, participated in healthy dialogue demystifying PLAs.

Prince George's County Council Member Karen R. Toles (D-District 7), explained how CB-16-2011 amended the County Code to allow the use of PLAs on County construction projects exceeding \$1 million. During the event, Council Member Toles also commented on the historical significance of the new law and the opportunities it would create for Prince George's County.

"Until now, there has been no existing law for the use of PLAs on County construction projects in the State of Maryland," said Council Member Toles who introduced and sponsored the legislation. "Prince George's County is the first to enact such monumental and necessary legislation, mandating that Prince George's County residents be given priority for work on certain County construction projects. Under CB-16, we now have regulations in place to put more Prince Georgians to work."

PLAs, pre-hire collective bargaining agreements with labor organizations in the construction industry, establish the terms and conditions of employment for specific construction projects. The use of PLAs provide structure and stability to large construction projects, and ensure compliance with laws and regulations governing workplace safety and health, equal employment opportunity and labor employment standards. Additionally, PLAs facilitate employment and apprenticeship training opportunities for local workers, allowing more residents to participate in County-funded projects.

Under the new law, the County now has a goal for at least one PLA project in FY 2012, and two PLA projects beginning FY 2013 and in each Fiscal Year thereafter.

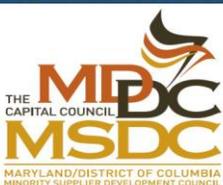
The Office of Central Services will track the data and provide quarterly reports to the County Council on the Project Labor Agreement program to include, but not limited to, the average number of local residents currently hired on projects and the local residents hired under Project Labor Agreement projects.

To read the bill in its entirety, visit the Council's website:

<http://www.princegeorgescountymd.gov/Council>



## MD/DC Minority Supplier Development Council Presents 30th Annual Business Procurement Conference



The MD/DC Minority Supplier Development Council presents the 30th Annual Business Procurement Conference June 28th, 2012 at the Omni Shoreham hotel in Washington, DC. The conference will feature several highlights including over 85 exhibitors, 3 high profile networking events, targeted match-making sessions, enlightening workshops and seminars and access to top-tier MBEs and corporate members. The Business Procurement Conference is an annual event which offers organizations the opportunity to discuss current and future contracting opportunities with corporate members, government agencies and certified MBEs from across the NMSDC network. For more information, please log onto: <http://affiliate.nmsdc.org/mddc/>

# M Business Development Division

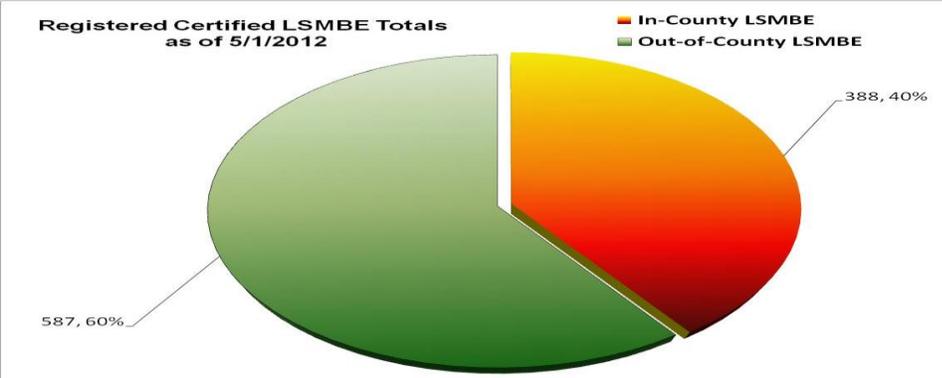
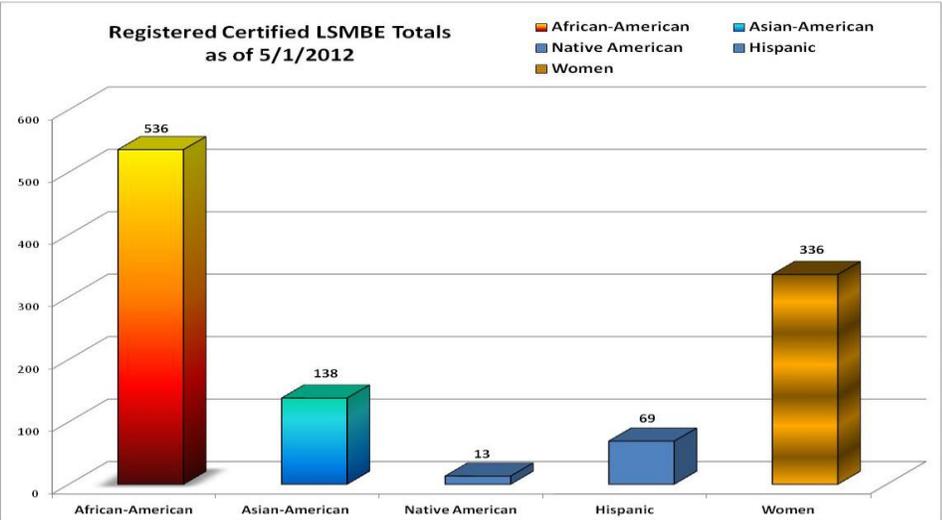
## MBDD Renews Call for Certified Local, Small and Minority Business Enterprises to Register with Prince George's County

MBDD is renewing its call for Local, Small and Minority Businesses (LSMBEs) to register with Prince George's County in an effort to continue to utilize local, small and minority certified businesses to strategically source and reserve bidding opportunities in Prince George's County procurements.

"LSMBEs tend to hire diverse employees and in supporting these businesses, we support a growing segment of our consumer community and gain their loyalty," said Roland L. Jones, Executive Director of MBDD. "And by retaining qualified, diverse suppliers, we gain a distinct competitive advantage that can significantly impact the County's bottom line."

Over the next several months, MBDD will announce new initiatives geared to strategically increasing our pool of qualified suppliers that understand and support the County's commitment to excellence. Our goal is to directly align with underrepresented and emerging business communities, provide access to new capabilities and innovations, as well as, offer better quality goods and services at a lower price as a result of increased competition.

### MBDD by the Numbers Quick-Glance



MBDD Indicators	2010	2011
Total Number of Certifications Processed	841	975
Total Number of Re-certifications Processed	612	667
Total Number of Outreach Events	9	25

## Upcoming MBDD Outreach Event: Business Etiquette 101



This no-nonsense, real-world training workshop teaches all forms of business etiquette as it relates to communications (telephone, email, voicemail), marketing materials, business attire, and much more. It is specifically designed for **start ups and new businesses** that want to polish their skills and improve their professional image. Information will be presented in a humorous, relaxed style that cuts to the heart of today's etiquette concerns. The May 24<sup>th</sup> event is co-sponsored by Council Member Will Campos, District 2 and will be held at the Hyattsville branch library.

For more information or to register for the event, log onto: <http://www.princegeorgescounty.gov/minoritybusiness>

### Prince George's County Council Member Mel Franklin Hosts Over 80 Business Owners at MBDD Outreach Event in District 9

Council Member Mel Franklin (D-District 9) recently sponsored over 80 small and local business owners to participate in the MBDD educational seminar: THE PRICE IS RIGHT! - Understanding Basic Cost or Price Analysis.

During the session, Council Member Franklin discussed how LMBEs can benefit from applying an effective pricing formula to their cost analysis process.

Industry expert Annette Johnson, President of CMT Services, provided business owners with an introduction to basic pricing terms, and methods and techniques necessary to develop a compliant cost/price proposal.

Participants also learned contract types, basic cost and price principles, types of costs, as well as truth-in-negotiations (TINA).

Business owners that missed the training can download the presentation for free in the Training Deck section of our website.



District 9 Councilman Mel Franklin and MBDD Executive Director Roland Jones address the crowd.



### Prince George's County to Host Housing Fair, Sponsors and Exhibitors Invited

The Prince George's County Department of Housing and Community Development (DHCD) and the Housing Authority of Prince George's County invites housing providers, realtors, property managers, housing counselors, businesses, banks, credit unions, community organizations, government agencies and non profits to be sponsors and exhibitors at the Prince George's County Housing Fair.

The Fair will take place on Saturday, June 9, 2012 from 9:00 a.m. to 3:00 p.m. at the Wayne K. Curry Sports and Learning Complex, 8001 Sheriff Road, Landover, MD 20785, next to FedEx Field. This year, the Housing Fair will offer its first Housing Lottery.

Pre-qualified candidates can enter into a lottery drawing to purchase a home in Prince George's County for substantially reduced price. In addition, DHCD will provide a 5% down payment and closing costs for the home.

For more information on contact Nicole Garrett at 301-883-5094 or email [nggarrett@co.pg.md.us](mailto:nggarrett@co.pg.md.us).



### Visit Us On The Web:

For valuable information about events, resources, trainings and procurement opportunities in Prince George's County targeted toward small, minority and women-owned businesses, be sure to visit our website for updates:

<http://www.princegeorgescountymd.gov/minoritybusiness>