



Capital Region
Minority Supplier
Development Council



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



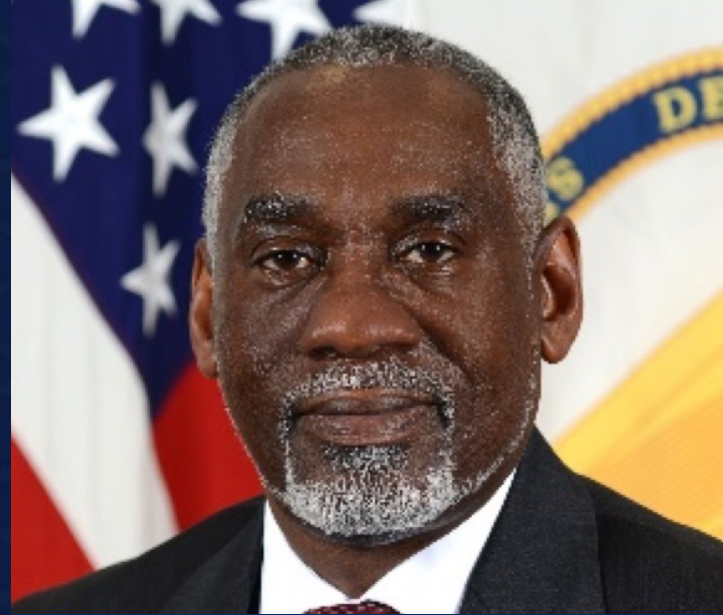
May 18, 2023

Virginia MBDA Business Center Briefing



Sharon R. Pinder

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CRMSDC
Operator of Virginia MBDA
Business Center



Tommy Marks

Director
Virginia MBDA
Business Center



Sonya Bigelow-Smith

Director
Coronavirus Response
& Relief Center





Capital Region
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Experience & History with MBDA

Deep experience & expertise as an operator

- Baltimore Business Center
(Advanced Manufacturing Center)
- DC MBDA Business Center
- Federal Procurement Center
- Virginia MBDA Business Center



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



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



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

Prior MBDA Experience

CRMSDC successfully operated the **MBDA Business Center, Washington, DC** for 5 years. During that time, it **won five MBDA Century Club Awards** in three out of four years. MBDA Century Club Awards are given for exceeding the required performance goals.



MBDA CENTURY CLUB AWARDS



**3 AWARDS
OVERALL
PERFORMANCE**

**2019 HIGHEST
DOLLAR AMOUNT
IN FINANCING**

**2019 HIGHEST
NUMBER OF
JOBS CREATED**

Prior MBDA Experience

In 5 years, the MBDA Business Center, Washington, DC:



ACQUIRED AND
SERVED NEARLY
500
CLIENTS

HELPED
CLIENTS GAIN
\$540M
IN CONTRACTS

ASSISTED CLIENTS
WITH SECURING
\$223M
IN FINANCING
(loans, bonds, etc.)

HELPED
CLIENTS CREATE
OR RETAIN
4,000+
JOBS

Prior MBDA Experience

Examples of clients we supported in our MBDA Centers.



Access to Contracts > By connecting our client, **The McConnell Group**, to the key decision makers, we played a key role in them winning a **\$416 million** IDIQ contract at NIH.



Access to Capital > We assisted several firms seeking help with **PPP** and **EIDL** loans during COVID. An example is **Bright Regards, LLC**. Through our coaching, she was able to obtain 2 new lines of credit with a local bank. That positioned her to leverage larger contracts. We then facilitated making the connection for her to obtain her PPP loan.



Access to Statements of Work > Assisted **TeAM** in obtaining a State of Maryland **IT IDIQ** and then helped the company fulfill Statements of Work that matched the IDIQ. We connected them to the Prince George's County Workforce Center. They needed a vendor to develop apps for students with new innovative ideas.



Business Development > Facilitated a strategic working session with Verizon and clients to explore the deployment of 5G technology. The working session included DCI in Verizon's 5G implementation. This further resulted in **DCI** winning a **\$20M contract** for the opening phase of their roll-out.

Prior MBDA Experience

The 5-year annual breakdown for the MBDA Federal Procurement Center results is as follows:



	# OF CONTRACTS	CONTRACT \$\$	CLIENTS SERVED	JOBS CREATED	JOBS RETAINED
Year 1	66	\$89.8M	227	319	404
Year 2	40	\$44.8M	319	253	880
Year 3	23	\$45.0M	100	175	189
Year 4	66	\$20.1B	321	672	513
Year 5	62	\$97.8M	368	314	629
TOTAL	257	\$20.37B	1335	1733	2615



TOMMY MARKS
Director, Virginia MBDA Business Center

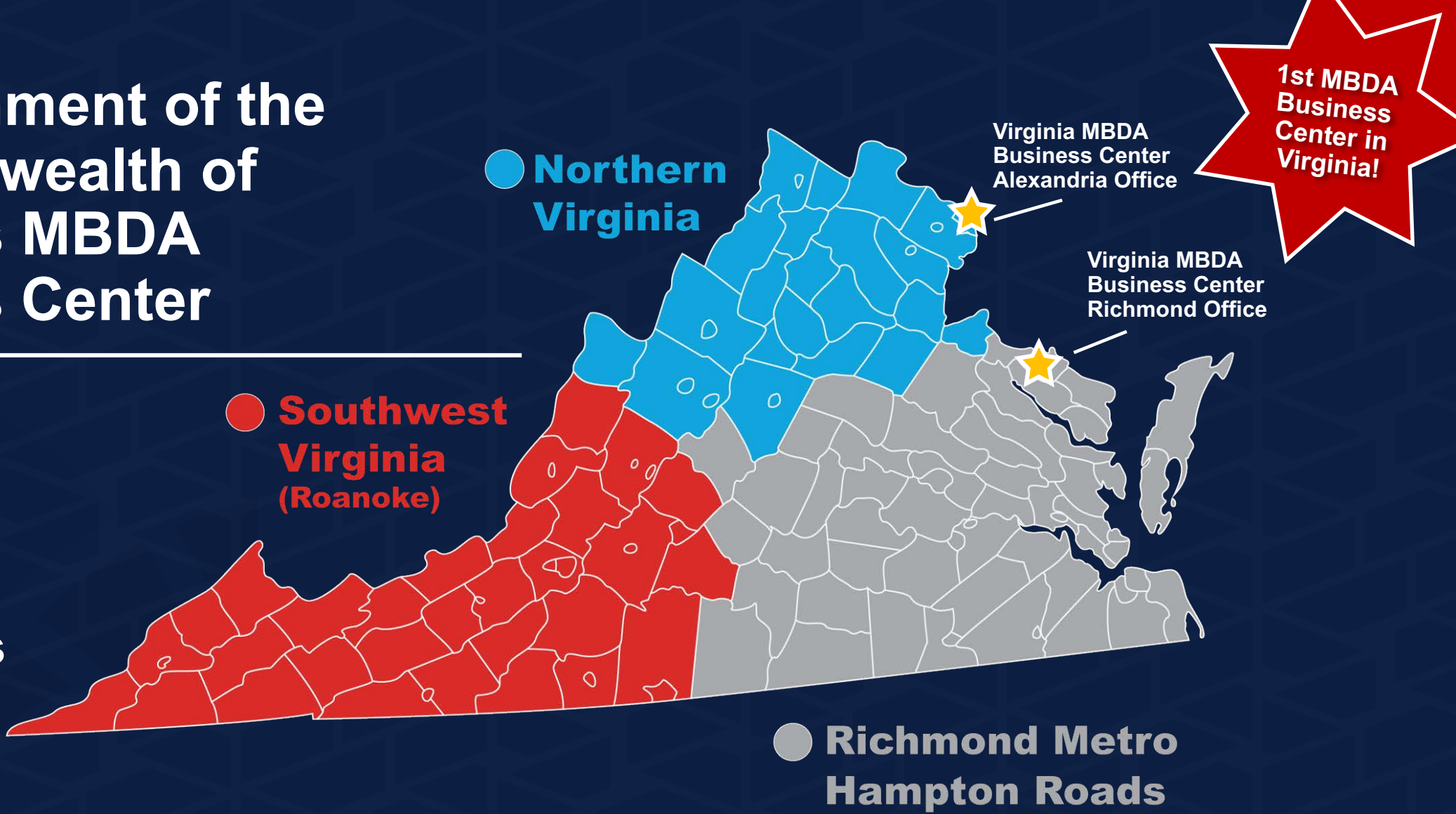


Operated by the Capital Region Minority Supplier Development Council

Establishment of the Commonwealth of Virginia's MBDA Business Center

28K

Minority Business Enterprises



End Goal

MBDA "The Go To Resource for All Things Minority Business"

Strategies to Establish & Secure the Foundation

- ⦿ Physical Presence
- ⦿ Build a Cohesive, Experienced Team
- ⦿ Strategic Alliances
 - ⦿ State and Local Governments Officials etc.
 - ⦿ Key Organizations
- ⦿ Build Awareness and Presence
- ⦿ Retention
- ⦿ Recruitment
- ⦿ Other Strategies – Key Shared Outcome Agreements with MBDA Centers

www.crmsdccaes.com

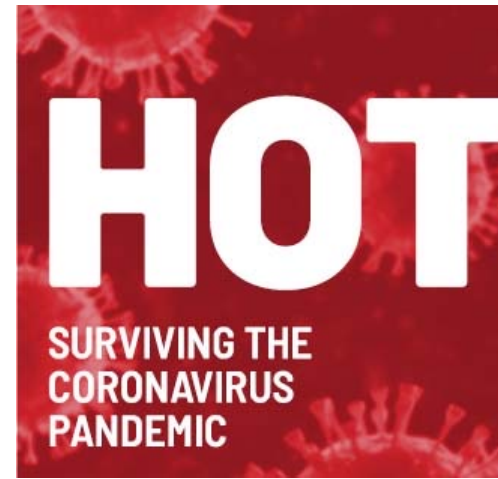
The Cares Act has transitioned to the **Coronavirus Response & Relief Center (CvRRC)**.

We will continue to offer insightful discussions to help guide our MBEs through these challenging times on our website.

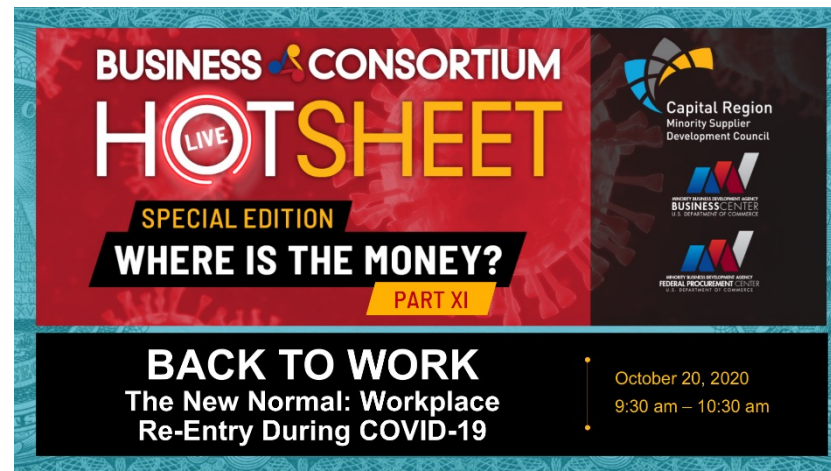
Podcasts



Newsletters



Webinars



Research Project





Capital Region
Minority Supplier
Development Council

CvRRC
Coronavirus Response + Relief Center

OUR IMPACT

MBE CEO PANDEMIC RECOVERY ACADEMY

The Academy is a six-week executive education program featuring Live Entrepreneurship Training Webinars to empower minority business CEO's with techniques to use in fortifying and navigating their businesses in a post-pandemic economy.

Brought to you by



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

In partnership with



UNIVERSITY
OF MARYLAND
GLOBAL CAMPUS

**VSU
CENTER** 
FOR
ENTREPRENEURSHIP

Participants

48*
UMGC

58
VSU

106
Total

*Current Session includes 25 participants



Extensive experience, knowledge and successful past performance as an MBDA operator.



Establishment of Strategic alliances to service MBEs in the Commonwealth of Virginia.



Creation of customized programming that provides resources, tools and training for MBEs in partnership with UMGC and VSU.

QUESTIONS & ANSWERS

THANK YOU!



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www.crmsdc.org



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