



## OUR MISSION

The mission of the Center for Minority Business Development is to accelerate the development of county-based minority businesses, expand the minority entrepreneurial community through a focus on capacity building, and develop strong business leaders.

## OUR VISION

The Center for Minority Business Development will be nationally recognized as a leader in educating and developing qualified minority businesses, as a world-class clearinghouse of business intelligence, and as a catalyst in a winning strategic partner network.

## CMBD GOALS

- I. To increase the bench strength of the local business community.
- II. To prepare local minority business owners to assume leadership positions.
- III. To enhance the local business environment.
- IV. To target and develop customized training for business leaders whose businesses demonstrate potential for meeting current gaps identified within Prince George's County.
- V. To develop successful and sustainable enterprises by building capacity in local businesses.



Prince George's Community College  
301 Largo Road  
CAT-Suite 135  
Largo, Maryland 20774

Tel: 301-583-5205  
[www.cmbd.biz](http://www.cmbd.biz)



# ABOUT THE CENTER FOR MINORITY BUSINESS DEVELOPMENT

The Center for Minority Business Development (CMBD) provides local minority business leaders with the ancillary skills and political business insight needed to build successful enterprises.

Established through a \$5 million grant from The Peterson Companies, the CMBD is designed to help minority enterprises in Maryland's Prince George's County build the capacity to compete.

We aim to narrow the participation gap between minority and non-minority owned businesses in the County by providing Local Minority Business Enterprise (LMBE) leaders with access to relevant educational programs, business development and assessment tools, counseling, and mentoring programs that facilitate sustainable growth.

The CMBD operates under the governance of Prince George's Community College – Workforce Development and Continuing Education. Hence, our programs are closely aligned with workforce development initiatives; therefore, we are able to assist entrepreneurs using a cadre of qualified personnel.

## LMBE ACCELERATOR PROGRAM

The LMBE Accelerator Program is designed to help minority-owned construction firms based in Prince George's County build the capacity to compete for large-scale construction contracts. The program provides participants with intense specialized training, C-Suite development, personalized consultation, and on-site technical assistance.

**The LMBE Accelerator identifies and addresses participants' specific needs through:**

- **One-On-One Counseling**
- **Assessment**
- **Interviews & Questionnaires**
- **On-Site Review**

During the program, participants have access to classroom instruction, strategic growth counseling, management and marketing assistance, business plan development assistance, financial profile review, and technical assistance.

This one-year program provides the groundwork that enables participants to master Accelerator Core Competencies. Participants learn to master these core competencies through 10-educational modules. These modules teach business owners how to better manage their firms, improve back office operations, meet industry standards, and embrace cutting-edge technologies.



## CANDIDATE SELECTION PROCESS

LMBE candidates must meet strict enrollment criteria and undergo a thorough application and screening process. Individuals selected for the program must make a considerable time commitment to the program, and be dedicated to pursuing contract opportunities at Prince George's County National Harbor.

## ENTREPRENEURIAL DEVELOPMENT PROGRAM

Our Entrepreneurial Development Program (EDP) helps entrepreneurs enhance their business management skills through innovative training opportunities.

The EDP provides local entrepreneurs with unprecedented access to relevant and pertinent business development resources. The program provides access to cutting edge educational opportunities, including online training as well as traditional classroom instruction.

Seasoned business leaders who share best practices and provide practical solutions to business management issues facilitate EDP workshops, seminars and consultations.

## ACCELERATOR PROGRAM MODULES

Construction\*  
Leadership\*  
Information Technology  
Operations  
Finance  
Procurement

Legal & Regulatory  
Customer Service  
Marketing  
Human Resources

*\*Mandatory for all participants*