

# Prince George's County Office of Procurement

## Government Operations and Fiscal Policy (GOFP) Committee Budget Work Session

*April 30, 2026*

# Overview of the Office of Procurement

*Mission, Structure & Core Services*

# Office of Procurement – Overview

## Mission

Oversees the procurement of goods, services, and construction using public funds, in collaboration with all County departments.

Established FY 2025 | Executive Order No. 2-2024

39

Authorized Positions

37

Currently Funded

6

Core Service Areas

01

### Procurement Standards

Ensure standards are met and conform with the County's policy and Administrative Procedures.

02

### Agency Collaboration

Procurement professionals collaborate directly with County staff throughout the procurement process.

03

### Supplier Development

Includes outreach, education, and direct engagement to help businesses navigate requirements, access opportunities, and compete effectively for County contracts.

04

### Education & Training

Facilitate procurement-focused education and training for staff, agencies and suppliers.

05

### Contract Management

Ensuring contracts are effectively executed and achieve performance, compliance, and value for the County.

06

### Business Advocacy

Supporting and advancing the participation of local, County-based, small businesses, and Minority Business Enterprises (MBEs) in the County's procurement process.

# Organizational Structure



# FY26 Key Achievements

Office of Procurement | Prince George's County Government



## Executive Order 44-2025

### Issuance of Executive Order 44-2025

Executive Order 44-2025 centralized all County procurement functions under the Office of Procurement, establishing a unified, accountable procurement authority for Prince George's County Government.

## CB-100-2025

### Updates to County Code — Section 10A. - Purchasing

CB-100-2025 advanced updates to the County's purchasing code, strengthening procurement standards and accountability across all County agencies.

## First-Time County Achievement

### Over 1,000+ Certified Businesses

The County surpassed 1,000 certified businesses for the first time in its history — a milestone reflecting the growth of the local supplier community.

## New Program

### Launch of the SOAR Center

The Supplier Opportunities Access and Resources (SOAR) Center launched, providing businesses with a dedicated hub for on-site vendor registration, procurement guidance and support.

## 4,900% Growth

### Social Media Growth: 4,900% Increase in Followers

The Office's social media presence grew from 20 to over 1,000 followers, significantly expanding outreach and information to the local business community.

## Director Engagement

### 100+ One-on-One Business Meetings

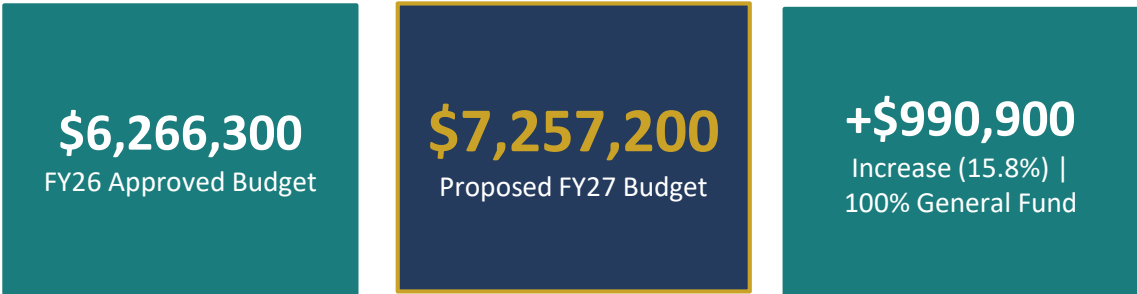
The Director personally conducted over 100 one-on-one meetings with local and county-based businesses, strengthening direct engagement with the County's business community.

# FY27 Budget Request

*Proposed Budget and Staffing*

# FY27 Budget & Staffing Summary

## BUDGET



## STAFFING



# Supplier Diversity Update

*Certifications & Key Achievements*

# How Prince George's County Tracks Supplier Diversity

The Supplier Development and Diversity Division (SDDD) issues certifications based on business location and size. Gender, race, and ethnicity are NOT criteria tracked by the County's Certification and Compliance System (CCS). Businesses may additionally hold Reciprocal MBE certifications issued by recognized third-party organizations. Note: the County's certified business directory is publicly accessible: <https://mypgc.diversitycompliance.com/>.

**32**

## County Based Business (CBB)

Business is headquartered in Prince George's County.

**218**

## County Based Small Business (CBSB)

Headquartered in Prince George's County & qualifies as a small business under COMAR and the Code of Federal Regulations.

**58**

## County Located Business (CLB)

Headquartered elsewhere but maintains an office within Prince George's County.

## Reciprocal Minority Business Enterprise (MBE) Certifications — 878 Total

878 businesses hold Reciprocal MBE certifications (CBSMBE: 477 | CBMBE: 4 | MBE: 397). These businesses are not certified by Prince George's County but they hold certifications issued by third-party recognizable organizations that the County reciprocally recognizes.

County-issued certifications (CBB + CBSB + CLB): 308 | Reciprocal MBE certifications: 878 | Combined total: 1,186

# Prince George's County Certification Portfolio – 1,186 Total

**308**

County Issued Certifications

**878**

Reciprocal Minority Business Enterprise (MBE)  
Certifications Recognized by the County

**1,186**

Total Certifications

## All 1,186 Certifications by Type

County Based Small MBE

477  
(40.2%)

Minority Business Enterprise

397  
(33.5%)

County Based Small Business (CBSB)

218  
(18.4%)

County Located Business

58  
(4.9%)

County Based Business

32 (2.7%)

County Based  
Minority Business  
Enterprise

4 (0.3%)

# 878

Total Reciprocal MBE Certifications

# 477

County Based Small  
MBE

# 4

County Based  
MBE

# 397

Reciprocal  
MBE

## What is a Reciprocal MBE Certification?

Businesses hold MBE certifications issued by a third-party recognizable organization. Prince George's County recognizes and reciprocates those certifications.

### Recognized certifying organizations:

MDOT MBE Program

National Minority Supplier Development Council (NMSDC)

Women's Business Enterprise National Council (WBENC) & 4

Other Certifying organizations

## Criteria for Qualification as an MBE

### 1. Minority Ownership

Business must be at least 51% owned by one or more members of a recognized minority group.

### 2. Recognized Minority Groups

African American • Hispanic/Latino • Asian-American & Pacific Islander • Native American • Women  
• Veteran

### 3. Management & Control

Minority owners must exercise day-to-day operational control and long-term decision-making.

### 4. Business Size

The firm must qualify as a small business under applicable size standards (COMAR/CFR) to hold a CBSMBE designation.

### 5. Certification Issuance

Certification is issued by a recognized third-party organization. MBEs headquartered in Prince George's County may also receive a County-based designation — CBMBE or CBSMBE.

# County-Based Minority Businesses — Demographics Detail (481 Vendors)

Note: Gender, race, and ethnicity are not criteria tracked by the Prince George's County Office of Procurement. The data shown is derived from self-reported information collected during the third-party MBE application and is provided here for informational context only.

# 481

County-Based Minority Businesses  
(CBSMBE + CBMBE)

# 477

County Based Small  
MBE

# 4

County Based  
MBE

## Gender

272 Male (56.5%)  
209 Female (43.5%)

## Race / Ethnicity — County-Based Minority Businesses

African American

344  
(71.5%)

Latino

58 (12.1%)

Asian-American & Pacific Islander

40 (8.3%)

Caucasian

37 (7.7%)

Other / Native American

2 (0.4%)

# Thank You

*Questions & Discussion*