



September 10, 2025

FISCAL AND POLICY NOTE

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Policy Analysis and Fiscal Impact Statement
CR-075-2025 County-Based MBE Accelerator Cohort Program

CR-075-2025 (*proposed by:* Council Member Oriadha)

Assigned to the Government Operations and Fiscal Policy (GOFP) Committee

A RESOLUTION CONCERNING THE COUNTY-BASED MBE ACCELERATOR COHORT
For the purpose of encouraging the establishment of a 12-month cohort program for ten small, County-based Minority Business Enterprises (MBEs) to help them secure at least \$1 million in public and/or private contracts, with targeted support from the Economic Development Corporation (EDC) and the Office of Procurement, and with a focus on equitable participation by Black- and Latinx-owned and women-owned businesses.

Fiscal Summary

Direct Impact:

Expenditures: Additional administrative costs will likely be incurred in managing this program.

Revenues: No foreseen revenue impact.

Indirect Impact:

Possibly favorable.

Legislative Summary:

CR-075-2025¹ would create a County-Based Minority Business Enterprise Accelerator Cohort Program for ten (10) County-Based MBEs with the goal of assisting them in securing at least \$1 million in combined public and/or private contracts within one year.

Specifically, the Program, with targeted support from the Economic Development Corporation (EDC) and the Office of Procurement, will focus on equitable participation by seven (7) Black-owned and three (3) Latinx-owned businesses, with at least five (5) businesses that are women-owned from either demographic. Prince George's County recognizes that small minority-owned businesses are essential to the local economy, job creation, and community wealth building.

The Resolution outlines that the ten (10) Applicants must:

- 1) Be a small business with a physical presence and principal place of business in Prince George's County; and
- 2) Hold a valid Minority Business Enterprise (MBE) certification recognized by the County or State of Maryland; and
- 3) Have never received \$1 million or more in total awarded contracts in a single calendar year; and
- 4) Demonstrate operational capacity to scale and participate in procurement or private contracting opportunities; and
- 5) Submit a capability statement, application, and required supporting documents.

The Resolution calls for the Prince George's County Economic Development Corporation (EDC) and the Office of Procurement to administer the Program and:

- 1) Deliver a comprehensive 12-month business development and procurement readiness curriculum; and
- 2) Provide technical assistance, mentorship, and business matchmaking; and
- 3) Offer access to contract forecasting, bid development tools, and capital readiness resources; and
- 4) Track contract awards and performance benchmarks throughout the program cycle.

Additionally, the Resolution states that a Selection Committee shall be appointed by the County Council and composed of individuals with expertise in procurement, MBE development, entrepreneurship, and County contracting processes.

¹ [CR-075-2025](#)

Current Law/Background:

Section 506 of the County Charter provides that the County Council may appoint, for designated periods, one or more temporary advisory boards of citizens of the County who shall assist in the consideration of the County policies and programs.²

Resource Personnel:

- Leroy D. Maddox Jr., Legislative Attorney
 - Tiffany N. Hannon, Chief of Staff, Council District 7
 - Darrell Robinson, Jr., Deputy Chief of Staff, Council District 7
 - Economic Development Corporation and Office of Procurement
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Discussion/Policy Analysis:

Prince George's County recognizes that small minority-owned businesses are essential to the local economy, job creation, and community wealth building. According to the Small Business Administration, 33.2 million small businesses account for 99.9% of all U.S. businesses³. Small businesses aren't just part of the economy; they are the economy as they create jobs, fuel growth, and bring fresh ideas into every industry. The Small Business Administration estimates that small businesses generate approximately 64% of new jobs in the U.S. each year⁴. Over the last 25 years, they've added 12.9 million net new jobs, which is twice as many as large corporations. Despite the uncertainties 2025 has brought, the Small Business Index score rose slightly to 65.2 for Q2 from 62.3 for Q1⁵. 73% of small businesses said that they were comfortable with their cash flow, 70% reported that rising prices have impacted their business, and 67% wished that they had outside help offering employee benefits.

However, many small County-Based MBEs face structural barriers to accessing high-value contract opportunities and scaling their operations. A couple of the key reasons small businesses fail are cash flow issues, lack of demand for their goods and/or services, weak business foundations/didn't have the right team running the business, and competition⁶. It is estimated that 20.4% of small businesses fail within the first year⁷. Small businesses in the "Information" sector are the most likely to fail in their first year. The second-most likely businesses to fail in their first year are "Construction" businesses.

The Office of Procurement provided the number of County-Based MBEs by category as of September 9, 2025. They are as follows:

² Prince George's County Charter - [Section 506](#)

³ [Small Business Statistics 2025 Report: Growth, Revenue & Trends](#)

⁴ Ibid.

⁵ [U.S. Chamber of Commerce - small Business Index Q2 2025](#)

⁶ [Small Business Statistics 2025 Report: Growth, Revenue & Trends](#)

⁷ [Commerce Institute - What Percentage of Small Businesses Fail? 2025 Data Reveals the Answer](#)

County-based Minority Business Enterprise Category	Number of Businesses
County-based Minority Business Enterprise (all ethnicities and genders)	437
County-based Minority Business Enterprise: Woman	196
County-based Minority Business Enterprise: Hispanic	54
County-based Minority Business Enterprise: Black American	312

This Resolution intends to address these issues by prioritizing participation from ten (10) small County-Based MBEs in the County, seven (7) of which are to be Black-owned, three (3) Latinx-owned, and at least five (5) of businesses that are women-owned from either demographic category. The aim is to ensure that small County-Based MBEs are provided with the proper tools to stay competitive in the rapidly changing marketplace without having to worry if they will stay in business after a year. The Program will assist selected MBEs in securing \$1 million in total awarded contracts over a 12-month period. The Prince George's County Economic Development Corporation (EDC) and the Office of Procurement will administer the Program and will:

- 1) Deliver a comprehensive 12-month business development and procurement readiness curriculum; and
- 2) Provide technical assistance, mentorship, and business matchmaking; and
- 3) Offer access to contract forecasting, bid development tools, and capital readiness resources; and
- 4) Track contract awards and performance benchmarks throughout the program cycle.

Fiscal Impact:

- *Direct Impact*

Adoption of CR-075-2025 will likely have an adverse fiscal impact on the County in the amount of \$10 million should all ten (10) County-Based MBEs successfully complete the Program as required by the Resolution. There could also be administrative expenditures for staffing and technical supplies for operations for the Economic Development Corporation and the Office of Procurement.

The Economic Development Corporation estimates that the “cost associated with standing up this program would be approximately \$350K. These costs incorporate hiring consultants, staff time, materials and supplies, and licensing fees.”

Direct Personnel Costs	\$45,000
Consultants & Mentors	\$250,000
Software & Licensing Fees	\$35,000
Materials & Supplies	\$20,000
Total	\$350,000

Additionally, the Economic Development Corporation recommends that the Resolution, “Specify that the \$1 million contract target represents the combined total for all cohort participants, not individual business requirements.”

- *Indirect Impact*

Adoption of CR-075-2025 may have a favorable indirect impact on the County, to the extent that small County-Based MBEs will choose Prince George’s County as their home to do business in.

- *Appropriated in the Current Fiscal Year Budget*

No.

Questions for Committee Consideration:

1. Based on the data presented what is the number of County-Based MBEs that receive at least \$1 million in total awarded contracts?

Effective Date of Proposed Legislation:

The proposed Resolution will be effective on the date of adoption.

If you require additional information or have questions about this fiscal impact statement, please call or email me.