

## Project Director, Dennis Smith

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Dennis Smith has extensive experience in establishing and implementing policies and programs to maximize small and minority business participation in the acquisition of goods and services in the local, state and Federal sectors. A current member of the Board of National Association of Minority Contractors, he has over 30 years of experience directly providing or managing programs that have provided MBEs marketing assistance, government contracting counseling, loan packaging, bonding assistance, mentor protégé support, and capture management. As Small Business Program Manager for the DOD Missile Defense Agency's Office of Small Business Programs (OSBP), Mr. Smith assisted MDA in meeting its Federal small business goals; assessed subcontracting plans; updated acquisition directives and policy guidelines; managed outreach efforts; coordinated with SBA and other counterparts at DOD on procurement and small business issues; and led in the MDA OSBP implementation of the Electronic Subcontracting Reporting System (eSRS), an electronic method of reporting subcontract participation. He served as Director of Small Business Outreach under contract with EPA, counseling businesses on how to do business with EPA and worked with procurement staff and program managers to increase small businesses participation in EPA acquisitions.



He is currently an adjunct professor of marketing and procurement, and director of Technical Assistance for the Prince George's Community College Center for Minority Business Development (CMBD), where, while managing a \$1 million annual budget, he works to accelerate the development of county-based MBEs; and expand the minority entrepreneurial community through a focus on capacity building and developing strong business leaders. Under his leadership, the CMBD is breaking new ground in its approach to helping MBEs grow, capacity building services, intense-personalized training and on-site technical assistance to create a business development model that is unmatched in the region. He has utilized state-of-the-art instructional facilities to deliver a leading edge Entrepreneurial Development Program, which offers opportunities to enhance entrepreneurial skills in areas ranging from leadership development to business growth strategies.

Dennis has also served as Director, Office of Minority Business Enterprise, Maryland State Department of Public Safety and Correctional Services, developing and implementing strategic plans to achieve governmental goals for ensuring MBE participation in the procurement of goods and services; and leading state efforts in the areas of outreach and minority business development, training procurement staff, and MBE/DBE certification. He served nine years as Deputy Director and ten years as Executive Director of the Prince George's County Government's Minority Business Enterprise Program, constructing the initial prototype MBE program for the County Government. He holds a B.A from Morgan State University and a Masters in Public Policy from the University of Maryland.