



## Prosperity Partnership Minority Entrepreneurship Strategy

*After a nine month process, guided by its Minority Economic Development Working Group, the Prosperity Partnership has developed and finalized a four-part strategy to improve the business climate for minority entrepreneurship in our region.*

**The four parts of the Prosperity Partnership Minority Entrepreneurship Strategy are as follows:**

**1) Work with Regional Cluster Businesses to:**

- Develop their own supplier diversity programs and policies, based on shared best practices
- Increase opportunities for peer networking among procurement and contracting officers
- Create a shared database of top minority businesses with the skills and capacity to meet cluster business needs

**2) Work with Regional Cluster Business Associations to:**

- Develop programs to encourage cluster businesses to develop their own supplier diversity programs and policies
- Identify ways to create membership and networking opportunities for minority-owned small businesses

**3) Work with Business Assistance and Advocacy Organizations like AAPP, UEC, BEDC, CCD, NMBC and others to:**

- Identify our region's top high-capacity and fast-growing minority-owned businesses that can work in our leading industry clusters
- Clarify the skills and capacity they need to help minority businesses achieve to be successful

**4) Work with Minority Businesses to:**

- Communicate better about contracting opportunities and help them gain the skills and capacity needed to successfully secure them

**The Prosperity Partnership – in collaboration with a number of other organizations – will develop and implement five new deliverables to support this strategy:**

- 1) A Supplier Diversity Best Practices and Implementation Toolkit
- 2) A Supplier Diversity Professionals Networking Forum
- 3) A Trade Association “Access Membership” Package
- 4) A Shared Database of top MBOs
- 5) An MBO Resources Website