



## Center for Professional Services

As the Institute's consulting arm, The Center for Professional Services helps public agencies, community organizations, and the corporate sector play more effective roles in support of equitable economic development ecosystems. We specialize in four competencies:

### Public-Private Collaborations

We are a trusted community hub and facilitator, supporting collaborative partnerships that maximize resources, talent, and expertise. We are especially interested in partnerships that intentionally engage aspiring and growing minority and women-owned businesses (MWBEs) and/or deliver resources to underserved, marginalized communities. We may serve as convener, planner, and/or a primary implementation partner, and can provide partnerships and their stakeholders with a broad range of technical assistance including academic training, hands-on experiences, industry coaching and business mentoring. Our client-partners may include economic developers, corporate partners, chambers of commerce, trade associations, state agencies, local government, HBCUs, CDFIs, philanthropy, and more.

### Supplier Inclusion

Whether our client is a public agency or private corporation or institution, we can help develop and manage achievable yet high-impact objectives and outcomes for supplier inclusion programs. We offer a tested model for sourcing diverse businesses, coaching emerging suppliers and adopting sustainable best practices, heightening the growth experience for both new and established supplier diversity programs. Our goal always is to raise MWBE utilization rates and help shape a win-win ecosystem for our clients, MWBEs and whole communities. We leverage technology to track and analyze impact, manage client costs, and assist in scaling the supplier inclusion journey.

### Diversity, Equity, Inclusion (DEI)

We offer an experienced approach to diversity, equity and inclusion that includes management and policy assessments; board, executive, and staff training; and other organizational development activities based on our clients' needs and goals. We help our clients identify their challenges and to understand and adopt policies and practices to create more equitable and inclusive workplaces, institutions, and ultimately, communities.

### Executive Management Education

The ideal candidates for our education programs are minority business executives focused on scale, growth, and innovative business models, often sponsored by corporate procurement departments seeking to increase their supply chain capacities. Among our standing programs is the **Minority Executive Education Institute (MEEI®)**, which delivers comprehensive graduate-level business education designed to help strengthen and grow MWBEs. Program features include:

- Extensive course content based on proven best practices and research
- Leading business experts from university and corporate partners
- Access to new business resources through networking and strategic partnerships

We also offer **Nonprofit Executive Education** and the **Executive Minority Planning in Real Estate (EMPIRE)** certification programs.

To engage our services, contact John F. Ham, [JHam@TheInstituteNC.org](mailto:JHam@TheInstituteNC.org).