



MAYSON-DIXON COMPANIES

A fast-growing minority-owned community development firm with offices in Baltimore City and Prince George's County, Maryland. We pride ourselves on our unique portfolio model composed of four sub-companies:

MD Strategic Consulting | Mayson-Dixon Properties & Development | Modern Builders | Modern Suppliers

Your All-In Project Partner Providing A Turn-key Solution For Community Development



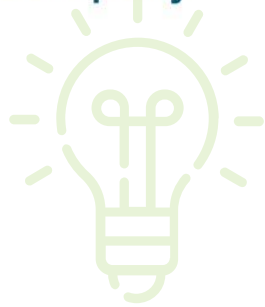
Our portfolio structure makes us a one-stop shop for **COMMUNITY DEVELOPMENT**, driving unprecedented efficiency and impact for your project.





**STRATEGIC
CONSULTING**
A Mayson-Dixon Company

A Public Affairs & Advocacy Consultancy



**MODERN
SUPPLIERS**
A Mayson-Dixon Company

A Construction, FF&E, and PPE Supplier



**MODERN
BUILDERS**
A Mayson-Dixon Company

A Commercial & Residential Contractor



MAYSON-DIXON
PROPERTIES & DEVELOPMENT
Everything you need. Only Better.

A Property Acquisition & Management Firm





MODERN SUPPLIERS

A Mayson-Dixon Company



Procurement that supports your mission.

NAICS Codes

- 423210 – Furniture Merchant Wholesalers
- 423310 – Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
- 423320 – Brick, Stone, and Related Construction Material Merchant Wholesalers
- 423330 – Roofing Siding and Insulation Material Merchant Wholesalers
- 423390 – Other Construction Material Merchant Wholesalers
- 423420 – Office Equipment Merchant Wholesalers
- 423450 – Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers
- 423490 – Other Professional Equipment and Supplies
- 444190 – Other Building Material Dealers
- 488990 – Other Support Activities for Transportation
- 541614 – Process, Physical Distribution, and Logistics Consulting Services
- 493110 – General Warehousing and Storage

Certifications

Maryland State MBE Certification (Number 17-158)

Prince George's County MBE & CBSBC
(Number 19-14455 & 19-1126)

Baltimore City MBE (Number 18-375334)



OUR SERVICES

- ▶ Supply Chain Management
- ▶ Logistics & Cost Negotiations
- ▶ Warehouse Management
- ▶ PPE Sourcing
- ▶ Construction and FF&E Sourcing



CASE STUDIES

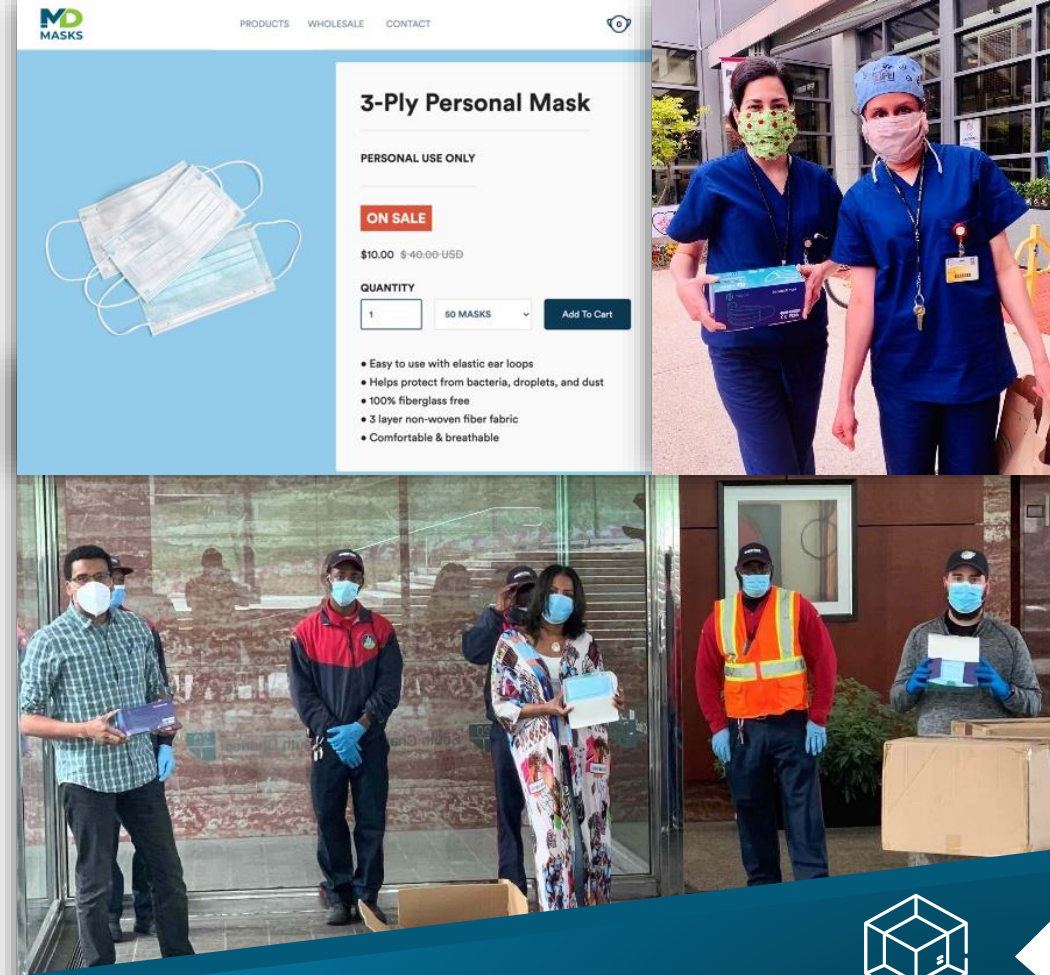
AdvaMed

AdvaMed is a medical system that has many procurement offices across a dozen states. They came to us with a need for protective equipment but wanted to ensure they got the appropriate bulk rate for an organization of their size and scale.

Using MD Strategic's digital and website management partnerships we were able to match our supply chain management experience with our digital capabilities to create a new website for procuring equipment. Each procurement office was able to place orders that our team consolidated, giving the entire organization a larger price break, saving them money and making ordering supplies easy.

KEY SERVICES

- ▶ Supply Chain Management
- ▶ Supply Logistics & Cost Negotiations
- ▶ PPE Sourcing
- ▶ Web Solutions



**MODERN
SUPPLIERS**
A Mayson-Dixon Company

Making PPE Procurement Painless



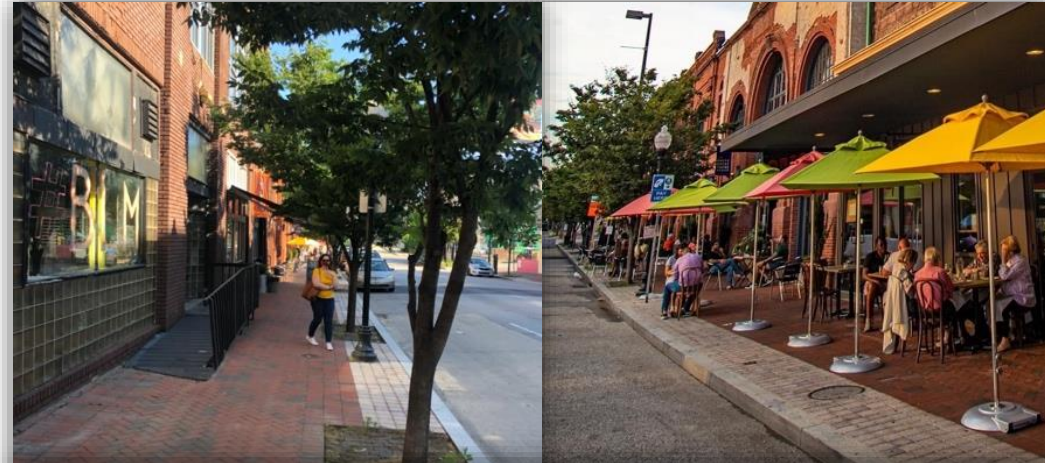
CASE STUDIES

Baltimore City Development Corporation (BDC)

During the COVID-19 crisis the City of Baltimore, the Baltimore Development Corporation, and the Neighborhood Design Center created a competition called Design for Distance to inspire entrepreneurial spirit in creating COVID-19 mindful outdoor spaces for neighborhood restaurants and retail establishments. Gensler was selected for their unique design for the Station North Community and Mayson-Dixon Companies was asked to partner with them in bringing the design to life and supplying multiple sites across the City.

KEY SERVICES

- ▶ Design Build
- ▶ Project Estimating & Management
- ▶ Supply Chain Management
- ▶ Supply Logistics & Cost Negotiations
- ▶ Multi-Permit Expediting Services
- ▶ FF&E Procurement
- ▶ Construction Procurement
- ▶ Community Engagement
- ▶ Local Hiring Planning and Execution



**MODERN
SUPPLIERS**
A Mayson-Dixon Company

Place Based Construction — Designing & Constructing Newer, Safer Spaces for our Favorite Retailers



CASE STUDIES

Warehouse & Inventory Management

In response to the COVID-19 pandemic, Modern Suppliers proudly expanded from construction and FF&E to supply millions of masks and other personal protective equipment to businesses and communities across the nation. With warehouses located New Jersey California and Maryland, our team is well prepared to reliably supply clients on time and on budget, across the nation.

KEY SERVICES

- ▶ Supply Chain Management
- ▶ Support Activities for Transportation
- ▶ Process, Physical Distribution, and Logistics Consulting Services
- ▶ Inventory Management
- ▶ General Warehousing and Storage
- ▶ Construction Material Wholesalers
- ▶ Medical Supplies Merchant Wholesalers



**MODERN
SUPPLIERS**
A Mayson-Dixon Company

Warehousing Partnerships with Non-Profits





STRATEGIC CONSULTING

A Mayson-Dixon Company



► We help our clients tell stories to achieve their mission.

NAICS Codes

- 541611 – Administrative Management & General Management Consulting Services
- 541613 – Marketing Consulting Services
- 541820 – Public Relations Agencies
- 561499 – Fundraising Campaign Support Services
- 541860 – Direct Mail Advertising
- 541879 – Advertising Material Distribution Services
- 541910 – Marketing Research and Public Opinion Polling
- 541922 – Commercial Photography
- 541430 – Graphic Design

Certifications

- Maryland State MBE Certification (Number 17-158)
- Prince George’s County MBE & CBSBC (Number 19-14455 & 19-1126)
- Baltimore City MBE (Number 18-375334)



OUR SERVICES

- Project Management Services
- D/M/WBE Development
- Community Advocacy Campaigns
- Government Partnership Strategies
- Digital/Print Design & Marketing



CASE STUDIES

Halmar International

MD Strategic was hired to oversee strategic communications and serve as the Project Manager for the Community Outreach, D/M/WBE, and workforce development teams in preparation their relocation and investment in Maryland. We were responsible for creating the website, coordinating hundreds of interactions and meetings with D/M/WBE firms and planning community engagement events and tracking success.

KEY PARTNERS

► Project Partners

- Halmar/Itenira
- Gannet Fleming
- Atkins

► Strategic Partners

- MCCH
- PGC Dept of VA
- MD Black Chamber of Commerce
- Hispanic Chamber of Commerce
- Building Trades
- JOTF

KEY SERVICES

- D/M/WBE Outreach
- Community Outreach
- Community Benefit Agreements
- Event Planning
- D/M/WBE Website Development
- New Banking Partnerships

Steps to Working with Us

1. Download our [AMP Express Vendor Questionnaire](#)
2. [Click here](#) to register with us (DBE/MBE Opportunities)
3. Upload your AMP Express Vendor Questionnaire & Capabilities Statement



**STRATEGIC
CONSULTING**
A Mayson-Dixon Company

Strategic Partnerships & Community Engagement
= D/M/WBE Success



MODERN BUILDERS

A Mayson-Dixon Company



Constructing spaces with dignity.

NAICS Codes

- 236115 – Construction/Management of New Single-Family Housing
- 236116 – Construction/Management of New Multi-Family Housing
- 236118 – Residential Remodelers (Specifically: Construction Management, Residential Remodeling)
- 236220 – Commercial and Institutional Building Construction

Certifications

- Maryland State MBE Certification (Number 17-158)
- Prince George's County MBE & CBSBC (Number 19-14455 & 19-1126)
- Baltimore City MBE (Number 18-375334)
- Construction License (Number 30685645)



OUR SERVICES

- ▶ Project Estimating & Management
- ▶ New & Renovation Residential Construction
- ▶ Commercial Tenant Fit Out Construction
- ▶ Warranty & Maintenance Programs
- ▶ Subcontracting



CASE STUDIES

City House Charles

Our team worked with the community and government officials to help expedite procedures during the pre-development phase. Since then, Modern Builders was brought on as a sub-general contractor for interior construction as well as future tenant fit out construction, supply and FF&E.

KEY PARTNERS

► Project Partners

- Landmark Partners
- JC Porter Construction
- SM+P Architects
- CBRE

► Strategic Partners

- Baltimore Mayor's Office
- Baltimore City Council
- Baltimore Parking Authority
- Baltimore DOT
- Baltimore DPW

KEY SERVICES

- Community Outreach
- Commercial Construction
- Expedite Planning
- Permitting
- Zoning
- FF&E Procurement
- Construction Procurement



**MODERN
BUILDERS**
A Mayson-Dixon Company

Expanding our Commercial Portfolio With
Community Collaboration and Project
Execution.



CASE STUDIES

The Avenue Market

Our team was hired to oversee the construction management to build the historic Avenue Market renovation. Our team is overseeing the development process with the city of Baltimore, the Market Corporation, the Baltimore Development Corporation and the Developer.

KEY PARTNERS

- Brioxy Development
- Baltimore Development Corporation
- Baltimore Market Corporation
- Mayor's Office of Small and Minority Business

KEY SERVICES

- ▶ Project Estimating & Management
- ▶ D/W/MBE Engagement & Readiness
- ▶ Design Build
- ▶ Contractor Selection
- ▶ Workforce Development Plan



**MODERN
BUILDERS**
A Mayson-Dixon Company

Addressing Food Insecurity & Local
Contracting/Hiring in West Baltimore



Strategic Partnership

Our Associate Project Manager Program

In coordination with Morgan State University's Construction Management Department, Mayson-Dixon Companies launched a new internship program focused on helping the next generation gain experience in construction and project management.

KEY SKILLS LEARNED

- Construction Management
- Estimating
- Field Supervision
- Scheduling
- Understanding Critical Path
- Order of Operations
- Interfacing With Clients

KEY PARTNERS

- Morgan State University
- Dr. Lewis Waller - Director



**MODERN
BUILDERS**
A Mayson-Dixon Company

Taking Steps to Create Opportunity





MAYSON-DIXON

PROPERTIES & DEVELOPMENT
Everything you need. Only Better.



We manage and invest in communities that create meaningful opportunity for their inhabitants.

NAICS Codes

- 531390 – Other Activities Related to Real Estate
- 531110 – Lessors of Residential Buildings and Dwellings
- 531120 – Lessors of Non-residential Buildings (except Mini-Warehouses)
- 531310 – Real Estate Property Managers
- 531311 – Residential Property Managers
- 531312 – Non-residential Property Managers

Certifications

- MDOT MBE/DBE/SBE Certified (17-302)
- MBE Certified Baltimore City (18-375344)
- MBE/CBSB Certified Prince George's County (19-14437) (19-1125)



OUR SERVICES

- ▶ Property Acquisition
- ▶ Property Management
- ▶ Development Consulting
- ▶ Construction Management Services
- ▶ Venture Capital Campaigns





**MAYSON-DIXON
COMPANIES**



► **We Engage, We Supply, We Build, We Invest**



We Engage With Communities and Listen to Their Needs
We Supply Projects To Lower Their Costs
We Build With Integrity, On Time and On Budget
We Invest In Neighborhoods That We Want to Succeed



**MAYSON-DIXON
COMPANIES**

Our Turn-Key Community
Development Solution



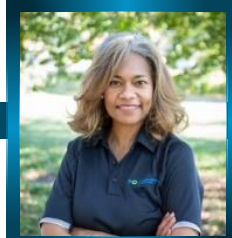


MAYSON-DIXON COMPANIES

Our Leadership team



Jayson Williams
CEO



Geri Byrd
COO



Mathew Newcomer
President

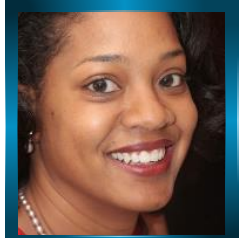


Mike Andrew
Senior Construction
Manager

40+ Years in Construction, Government,
Supply & Strategic Communications



Andrew Coonan
Director of Supply Chain
Management



Cheryl Stewart
Director of Strategic
Partnerships

Thank You for Your Time

We Look Forward to Partnering and Working Together

MD
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CONSULTING

MD
PROPERTIES &
DEVELOPMENT

MB
MODERN
BUILDERS

MS
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SUPPLIERS



SCAN ME



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COMPANIES**

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