



WALTER-JAMES

BUSINESS & DEVELOPMENT CENTER

CAPABILITY STATEMENT

Knowledge. Service. Results.



EMPOWERING BUSINESSES.



STRENGTHENING ORGANIZATIONS.



BUILDING BETTER COMMUNITIES.

CUSTOMIZED SOLUTIONS. FROM CONCEPT THROUGH IMPLEMENTATION.

Walter-James Business & Development Center (WJBDC) partners with organizations to assess needs, design strategies, build capacity, and deliver solutions that strengthen people, programs, operations, and communities.

We bring experience, creativity, and a solution-focused approach to help you achieve your goals and create measurable results.



WE DON'T JUST CONSULT. WE BUILD SOLUTIONS THAT WORK.

Engagements are delivered directly or through project teams, strategic partners, and subject-matter experts assembled to meet your goals, scope, and requirements.

OUR SOLUTION CYCLE: A COMPLETE SOLUTION FROM START TO FINISH



CORE CAPABILITIES



1. BUSINESS DEVELOPMENT & CONSULTING

- Strategic planning
- Entrepreneurship & capacity building
- Market research & analysis
- Technical assistance
- Process improvement



2. ORGANIZATIONAL DEVELOPMENT

- Organizational assessments
- Strategic & operational planning
- Change management
- Policies, procedures & governance
- Performance improvement



3. PROGRAM & PROJECT DEVELOPMENT

- Program design & planning
- Project coordination
- Implementation support
- Monitoring & evaluation
- Reporting & documentation
- Grant writing support



4. CURRICULUM & INSTRUCTIONAL DESIGN

- Curriculum & course development
- Instructional materials & assessments
- Training manuals & job aids
- Virtual & in-person learning (LMS support)



5. WORKFORCE, CAREER, LEADERSHIP & PROFESSIONAL DEVELOPMENT

- Career & professional skills
- Workforce readiness training
- Leadership development
- Diversity, equity & inclusion
- Customized workshops & train-the-trainer



6. TECHNICAL ASSISTANCE, OPERATIONS & IMPLEMENTATION

- Hands-on implementation support
- Process design & workflow improvement
- Documentation & system development
- Compliance & audit readiness
- Operational efficiency



7. COMMUNITY & ECONOMIC DEVELOPMENT

- Community capacity building
- Entrepreneurship support
- Workforce & youth initiatives
- Partnership development
- Grant & contract support
- Nonprofit capacity building



8. REAL ESTATE & REGULATED-INDUSTRY PROFESSIONAL DEVELOPMENT

- New agent & agent development
- Contracts, agency & ethics
- Foreclosure/REO & property disposition training
- Fair housing & compliance
- Risk management & brokerage operations
- Industry education & resources

SELECTED EXPERIENCE & PAST PERFORMANCE

- ✓ **Government & Regulated Contracting** — Experience supporting government and regulated environments, including contract performance, compliance, reporting, documentation, program oversight, and implementation.
- ✓ **Higher Education & Workforce Development** — Delivering adult education, career development, workforce programming, curriculum design, instructional delivery, program operations, and implementation systems.
- ✓ **Business & Organizational Development** — Providing strategic planning, process improvement, policies and procedures, technical assistance, and organizational capacity building for measurable results.
- ✓ **Real Estate & Professional Development** — Leading workforce initiatives, entrepreneurship programs, education access efforts, partnership development, and nonprofit organizational capacity and administration.

SCALABLE PROFESSIONAL CAPACITY

We bring the right people and expertise to every engagement. Our network includes professionals and subject-matter experts in business, education, workforce, operations, real estate, finance, technology, compliance, research, communication, marketing, and more.

- ✓ Multidisciplinary expertise aligned to project scope and goals
- ✓ Flexible staffing to meet project size, timeline, and budget
- ✓ Committed to quality, collaboration, and measurable impact
- ✓ Experienced in leading and coordinating complex projects
- ✓ Strong network of trusted partners and technical experts



Experienced Leadership



Customized Solutions



Measurable Results



Commitment to Excellence

DIFFERENTIATORS

- ✓ Experienced.
- ✓ Strategic. Solution-Focused.
- ✓ Customized Solutions That Work.
- ✓ People, Process, and Performance Driven.
- ✓ Building Capacity.
- ✓ Creating Opportunity.
- ✓ Strengthening Organizations. Building Better Communities.



LET'S CONNECT

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Appointments by Scheduling Only

FEDERAL VENDOR INFORMATION

UEI: QWRBWHQM1A37
CAGE CODE: 9M1Q2

NAICS CODES (PRIMARY)

541611 – Administrative Mgmt. & General Mgmt. Consulting
611430 – Professional & Management Development Training
541612 – Human Resources Consulting Services
541990 – All Other Professional, Scientific & Technical Services

WHERE IMPACT MEETS PURPOSE.

We partner to empower businesses, strengthen organizations, and build better communities—delivering solutions that create lasting impact.