

# T.I.P.S.

## SMALL BUSINESS WEBINAR SERIES

TRAINING & INSIGHTS FOR  
PROCUREMENT SUCCESS



2 WEBINARS MONTHLY



9AM-12PM



CLASSES LED BY SUBJECT MATTER  
EXPERTS



# Welcome!

Today's Topic:

## Maryland's MBE Rights & Responsibilities

TO REGISTER VISIT:

[GOMDSMALLBIZ.MARYLAND.GOV](http://GOMDSMALLBIZ.MARYLAND.GOV)

 **Maryland**

GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

Tuesday, April 25, 2024



**Maryland**

GOVERNOR'S OFFICE  
OF SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS

# MBE Prime Contractor and Subcontractor Rights and Responsibilities



April 25, 2024

# Governor's Office of Small, Minority & Women Business Affairs

- Create **policies** aimed at connecting small and minority businesses to greater economic opportunities
- Oversee and monitor **compliance** for the State's three procurement Socioeconomic procurement programs across 70 state agencies/departments
- Conduct statewide **outreach** to small and Minority Business Enterprises
- Host **trainings** and provide online resources for small business growth and development
- **Advocate** on behalf of MBEs facing challenges on state procurements

# Socioeconomic Program Overview

## Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

## Minority Business Enterprise (MBE) Program

- Subcontracting program; may also perform as prime
- 29% aspirational goal
- Race and gender specific
- Application-based certification process through **MDOT**
- Annual review

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program; may also perform as a prime
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

All Programs are mutually exclusive.

# Celebrating Minority Inclusion in Maryland



## NEW Program Seals

Program seals are now available to certified vendors. Certification status will be verified during the procurement process.





# MBE Prime Contractor RIGHTS

You have rights too!

# **MBE prime contractors have the same rights as all other prime contractors.**



- ✓ **Are entitled to receive fair and equal treatment during the procurement process**



### 1. Need Identification (Section 2)

Focuses on the various types of goods and services that are procured by the state.



### 2. Pre-Solicitation (Section 3)

Planning stages prior to preparing a procurement solicitation.



### 4. Solicitation (Section 5)

Provides the steps for public advertisement and other notices of solicitation.



### 3. Solicitation Preparation (Section 4)

Includes procedures for drafting solution.



### 7. Contract Administration Process (Section 8)

Focuses on post-contract award activities.



### 6. Award Process (Section 7)

Includes the steps for approving contract awards.



State of Maryland  
Procurement Manual

# Procurement Process

### 5. Review / Evaluation Process (Section 6)

Opening the vendor responses to solicitations.





# MBE prime contractors have the same rights as all other prime contractors.

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- ✓ May request and receive information to help develop competitive bid or proposal through a Public Information Act (PIA) request

- ✓ PIA Site:

<https://www.marylandattorneygeneral.gov/Pages/OpenGov/pia.aspx>

# **MBE prime contractors have the same rights as all other prime contractors.**



- ✓ **You may submit written questions to and receive a written response from State agency**
  - ✓ **May ask State agency how MBE goals were set**
  - ✓ **Minimum qualifications**

# MBE Prime Contractors **RIGHTS** (cont.)

- ✓ **During contract term:**
  - ✓ **May ask to add MBEs, but not at the expense of originally-named MBEs**
    - ✓ **MBE Utilization and Fair Solicitation Affidavit & Participation Schedule**
  - ✓ **May ask to remove MBEs, but must demonstrate good cause**
  - ✓ **Any additions, removals or other changes to original MBE participation commitments must be approved in writing by the State agency**

# MBE Prime Contractors **RIGHTS** (cont.)

- ✓ For contracts awarded after June 9, 2014, an MBE prime contractor may self-perform up to 50% of the overall MBE contract goal and up to 100% of any one MBE contract subgoal, provided that the certified MBE prime contractor is properly identified on the MBE participation schedule and the firm is NAICS code-certified to do the work
  - ✓ Intended to help MBEs grow their capabilities and build capacity

# *Overall MBE Goal vs. Subgoals*

✓ **Subgoals are the means by which we further diversify the firms that our Prime Contractors use to fulfill the Stated MBE Goal on a procurement.**

In 2011, the State became concerned that Prime Contractors would continue to use the same firms (or even worse, the most overrepresented firms in each industry category to fulfill the MBE requirements on a contract).

# Overall MBE Goal vs. Subgoals

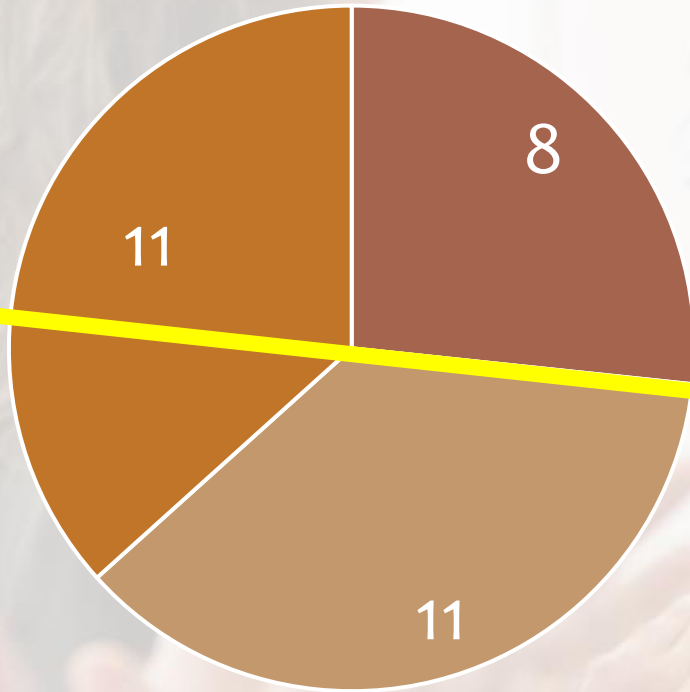
TABLE 2 – RECOMMENDED SUBGOALS

Combined Industry Category (Check appropriate column per Step 5.)		Cons	AE-CRS	Main	IT	Serv	CSE	
		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
9. # of Firms	10. ≥ 3 Y/N	Subgroups						
		African American	8%	7%	9%	10%	—	6%
		Hispanic American	—	—	3%	—	2%	2%
		Asian American	—	—	2%	—	3%	—
		Women	11%	10%	—	10%	10%	8%
<b>Subgoal Total</b>			19%	17%	14%	20%	15%	16%
<b>*Subgoal Total Plus 2% Margin</b>			21%	19%	16%	22%	17%	18%

\*The *Subgoal Total Plus 2% Margin* is the sum of the Recommended Subgoals plus 2%.

# Subgoals in Practice

Subgoals



**Douglass HS Construction - 30 %  
Overall MBE Goal & Subgoals**

**African-American Woman-Owned  
Prime Awarded**

■ African American   ■ Woman   ■ Any MBE Subgroup



# Counting of MBE Participation

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- Firms who are certified as both a woman-owned firm and a member of a subgroup (Asian American, African American, etc. can count under both classifications.
- This allows the work of a certified woman-owned MBE, who is also a member of an ethnic group, to possibly be counted for more than one subgoal on a contract.





# MBE Prime Contractor RESPONSIBILITIES

You have rights too!

# MBE Prime Contractor RESPONSIBILITIES

- ✓ **Learn enough about the procurement process to compete effectively:**
  - How does the process work?**
  - Who are the decision makers?**
  - What are they buying and when are they buying it?**
  - Who is your competition?**
  - What other information do you need to compete effectively?**

Enter search term



Home

MBE PROGRAM

SBR PROGRAM

VSBE Program

RESOURCES

PROCUREMENT FORECAST



## GOVERNOR'S OFFICE OF Small, Minority & Women Business Affairs



GOVERNOR'S  
COORDINATING  
OFFICES HOME



### Quick Links



About Us

FAQs

Legislation and Policy

Outreach



### Attention SBR & VSBE Vendors

If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

### TOP WEBSITE PICKS

- NEW - 2022 Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)

## MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Communicating with Confidence

- Video
- Slide Deck

- Access to Buyer Networking Events
- Training Classes
- Statewide Events





## Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk.

## LOGIN

Login\*

Password\*



State SSO  
Login(SecureAuth)

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)

Enter search term



Home

MBE PROGRAM

SBR PROGRAM

VSBE Program

RESOURCES

PROCUREMENT FORECAST



## GOVERNOR'S OFFICE OF Small, Minority & Women Business Affairs



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News

Reports

Contact Us

## Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with *projected* purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Search - Description

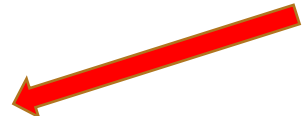
Search by Agency

Search by Procurement Categories

Search by Contract Value

Search by Region

Search by Projected Advertisement Dates



Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Description	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov
Transportation - Office of the Secretary	Knott Technology, Inc.	0.00%	Gigamon Wan Software Maintenance FY 18-19	\$15,000 to \$99,000	1-2 years	Joe Palechek	410-865-1137	jpalechek@mdot.maryland.gov
Police	LB&B	30.00%	Crime Lab Building Maintenance	\$1,000,001 to \$5,000,000	5 years or more	DGS	DGS	DGS
Transportation - Port Administration	Marine Technologies, Inc.	0.00%	Seafender Removal	\$15,000 to \$99,000	3-4 years	Olu Fawehinmi	410-385-4568	ofawehinmi@marylandports.com
Stadium Authority	Malstrom Electric, Inc.	12.00%	On-Call General Electrical Services	\$500,001 to \$1,000,000	2-3 years	John Samoryk	410-223-4147	jsamoryk@mdstad.com
Comptroller	NEC Corporation of America	25.00%	PBX III	\$500,001 to \$1,000,000	5 years or more	Mike Balderson	410-260-6330	mbalderson@comp.state.md.us
University of Maryland, Baltimore		0.00%	Microscopes	\$10,000,001 to \$20,000,000	5 years or more	Kristal Burgess	410-706-0772	mailto:kburgess@umaryland.edu
Coppin State University			Resident Hall Bathroom Renovations	\$1,000,001 to \$5,000,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov



# Board of Public Works



- ✓ **Governor, Comptroller and Treasurer**
- ✓ **Only board of its kind in the nation**
- ✓ **Meets bi-weekly on Wednesdays; meetings are live-streamed**
- ✓ **Agenda available on [bpw.maryland.gov](http://bpw.maryland.gov)**

# BPW Agenda- Identify Competition or Partners

1-C. MARYLAND AVIATION ADMINISTRATION  
*Construction Contract*

*Contract ID:* Installation of Gate-Electrification Equipment at Baltimore/Washington International Thurgood Marshall (BWI Thurgood Marshall) Airport; *MAA-CO-23-004*  
ADPICS No.: MAACO23004

*Contract Description:* Install gate-electrification equipment at BWI Thurgood Marshall Airport. The work includes the installation of new 400 Hertz (Hz) power and Pre-Conditioned Air (PC Air) units at four MDOT MAA owned loading bridges (Gate C2, Gate D7, Gate D21 and Gate D22) at BWI Thurgood Marshall Airport.

*Award(s):* Glenelg Construction, Inc.; Hanover, MD

*Contract Term:* 12/08/2022\* – 12/20/2024 (\*or earlier upon BPW Approval)  
(400 calendar days)

*Amount:* \$1,716,000

*Procurement Method:* Competitive Sealed Bidding

*Bids:*

<i>Bidders</i>	<i>Amounts</i>
Glenelg Construction, Inc.; Hanover, MD	\$1,716,000
Towson Mechanical, Inc.; Parkville, MD	\$2,049,000

*DBE/VSBE Participation:* 15% / 0%

*Incumbent:* N/A

*Performance Security:* Payment & Performance Bonds

*Requesting Agency Remarks:* This solicitation was advertised on eMaryland Marketplace Advantage and the Maryland Department of Transportation Maryland Aviation Administration's (MDOT MAA) website. The MDOT MAA directly solicited 17 prospective bidders. Three bids were received; one bid was rejected. The bid was deemed non-responsive because it did not conform to all material respects (did not complete and sign the bid proposal forms) as required in the solicitation. Therefore, the bid was rejected. No protest was filed.

## *MBE Prime Contractor*

# **RESPONSIBILITIES** (continued)

- **Make sure MBE commitments are clearly, completely and accurately stated on the MBE forms**
- **Use named MBE subcontractors as promised**
  - **NOTE: As of May 13, 2013, all contracts with MBE subcontracting requirements include an MBE liquidated damages clause.**
- **Comply with monthly MBE reporting requirements and ensure that MBE subcontractors do so as well**
- **Meet all deliverables on time**
- **Keep good records to document project progress and MBE subcontracting performance**

# *MBE Prime Contractor*

## **RESPONSIBILITIES** (continued)

### **NEW**

- **You will be required to submit MBE subcontract agreements to the procurement officer as per COMAR 21.11.03.10:**
- (2) An MBE subcontractor project participation statement shall be furnished, signed by the bidder or offeror and each MBE listed in the MBE participation schedule, which includes:
  - (a) A statement of intent to enter into a subcontract agreement between the apparent successful bidder or offeror and each proposed MBE subcontractor at the time the State contract is awarded to the apparent successful bidder or offeror;
  - (b) A copy of each subcontract agreement between the apparent successful bidder or offeror and each proposed MBE subcontractor, that the apparent successful bidder or offeror and each proposed MBE subcontractor intend to enter into contingent upon the State's contract award to the apparent successful bidder or offeror, containing all necessary terms, including pricing, required for the MBE to perform its proposed work and for the apparent successful bidder or offeror to pay the MBE for its work during the contract term; and
  - (c) The amount and type of bonds required of MBE subcontractors, if any.



# ***MBE Subcontractor RIGHTS***

Protect your interest!

# ***MBE Subcontractor*** **RIGHTS**

- **The prime contractor must:**

- ✓ **Provide MBE subcontractors with enough time (10 days before the bid/proposal is due) and information to submit a qualified, competitive quote**
- ✓ **Provide MBE subcontractors with no less than the same information and amount of time to respond as any other potential subcontractor**
- ✓ **Obtain the MBEs authorization to list the MBE subcontractor on a bid or proposal**
- ✓ **Notify the MBE subcontractor before execution of the contract on which the firm has been listed as an MBE subcontractor**

# ***MBE Subcontractor*** **RIGHTS**

- **MBE subcontractors are entitled to:**
  - Receive prompt payment from the prime contractor for undisputed work completed successfully
  - Be treated fairly and without fear of harassment or intimidation
  - Contact the contract owner directly when appropriate (project manager, procurement officer, MBE Liaison)

**Maryland has a statute in place to protect MBEs against fraud. Notify the State if you have first-hand knowledge of fraudulent MBE-related activity.**

**Fraud Hotline: 410-697-9611.**

# ***MBE Subcontractor*** **RIGHTS**

You have the right to receive assistance if you needed while performing on a state contract! The [MBE Ombudsman](#) was established through legislation and is outlined in State and Government Articles §9–303.3.

## **The Ombudsman will:**

- ✓ Work with prime contractors, MBEs, and state agencies to resolve issues that arise during contract performance
- ✓ Conduct training for prime contractors as well as MBEs performing in the prime and/or subcontracting role
- ✓ Oversee data collection of documented nonperformance by prime contractors
- ✓ Additionally, it was the desire of Governor Moore that the Ombudsman provide extra support to assist small and minority business owners in navigating state procurement





# *MBE Subcontractor* **RESPONSIBILITIES**

Do Your Part!

# MBE Subcontractor RESPONSIBILITIES

## D-3A CERTIFIED MBE SUBCONTRACTOR PARTICIPATION CERTIFICATION

### INSTRUCTIONS:

**PRIME CONTRACTOR:** After completing SECTIONS A, B, and D, provide this form to *each* certified Minority Business Enterprise subcontractor (MBE) listed on the MBE Participation Schedule (Attachment D-1A) allowing sufficient time for the MBE to respond within the required timeframe.

**CERTIFIED MBE SUBCONTRACTOR:** Complete SECTION C to acknowledge and certify the information in SECTION A. Return the completed form directly to the Procurement Officer identified in SECTION D within 10 days after notice from the Prime Contractor of the State's intent to award the Contract. Provide a copy to the Prime Contractor.

*IF THIS FORM IS NOT RETURNED WITHIN THE REQUIRED TIME, THE PROCUREMENT OFFICER MAY DETERMINE THAT THE PRIME CONTRACTOR IS NOT RESPONSIBLE AND THEREFORE NOT ELIGIBLE FOR CONTRACT AWARD.*

### SECTION A

Provided that (Prime Contractor) \_\_\_\_\_ is awarded the State contract in conjunction with Solicitation Number \_\_\_\_\_, (Prime Contractor) \_\_\_\_\_ intends to enter into a subcontract with (Certified MBE Subcontractor) \_\_\_\_\_ with MDOT Certification Number \_\_\_\_\_ committing to participation by (Certified MBE Subcontractor) \_\_\_\_\_ of at least \$ \_\_\_\_\_ which equals \_\_\_\_\_ % of the Total Contract Value for the following products/services:

NAICS CODE	WORK ITEM, SPECIFICATION NUMBER, LINE ITEMS OR WORK CATEGORIES (IF APPLICABLE)	DESCRIPTION OF SPECIFIC PRODUCTS AND/OR SERVICES

- Carefully review all forms and agreements before signing
  - ✓ Understand what prime and State are expecting
  - ✓ Keep copies of all documents
  - ✓ Never sign a blank form presented by a prime contractor; all documents should be filled in before you sign
  - ✓ Keep good records/documentation

# *MBE Subcontractor* **RESPONSIBILITIES**

- Deliver the goods and/or services as promised
- Get advance written confirmation of requests for additional work
  - Make sure that you get confirmation from the state in writing that change order work has been approved before you do any additional work outside of the original scope of your contract.

# MBE Subcontractor

# RESPONSIBILITIES

- Complete and submit monthly MBE payment forms (**MBE Subcontractor Paid/Unpaid Invoice Report**) and other required State submissions on time

D-5

**Minority Business Enterprise Participation**  
**MBE Subcontractor Paid/Unpaid Invoice Report**

Report #:	Contract #:
Reporting Period (Month/Year):	Contracting Unit:
<b>Report is due by the 10th of the month following the month the services were performed.</b>	MBE Subcontract Amt:
	Project Begin Date:
	Project End Date:
	Services Provided:

MBE Subcontractor Name:		
MDOT Certification #:		
Contact Person:		
Address:		
City:	State:	ZIP:
Phone:	FAX:	E-mail:

**Subcontractor Services Provided:**

List all payments received from Prime Contractor during reporting period indicated above.	List dates and amounts of any unpaid invoices over 30 days old.
---	---

	Invoice Amount	Date		Invoice Amount	Date
1.			1.		
2.			2.		
3.			3.		
4.			4.		

<b>Total Dollars Paid: \$</b>	<b>Total Dollars Unpaid: \$</b>
Prime Contractor:	Contract Person:

**Return one copy of this form to the following addresses (electronic copy with signature and date is preferred):**

Contract Monitor Name	Contracting Unit
-----------------------	------------------

# *MBE Subcontractor* **RESPONSIBILITIES**



MDOT's Office of Minority Business Enterprise (OMBE) is the State's official certification agency.

- ▶ Renew MBE certification annually
- ▶ Notify OMBE of any changes in your business status
- ▶ Request additional NAICS codes when you add additional products or services
- ▶ Review your listing in the online MBE directory to ensure accuracy

# *MBE Subcontractor* **RESPONSIBILITIES**

## ***Something went wrong! What now?***

- Document the problem **in writing** with as much detail as possible
- Promptly notify all parties who are in a position to take action on your behalf, including the State agency's MBE Liaison
- Other resources:
  - GOSBA – MBE Ombudsman Unit
  - Commission on Civil Rights
  - MDOT Certification Unit
  - Fraud Hotline
  - Court System
  - Bonding Company
  - False Claims Act
- Be reasonably patient, but escalate if necessary

# Resources

MDOT's Office of Minority Business Enterprise (410-865-1269)

[www.mdot.maryland.gov](http://www.mdot.maryland.gov)

(Minority/Disadvantaged Business Enterprise)

Certification/certification renewal

NAICS code expansion of services

MBE online directory listing

# Resources

**Code of Maryland Regulations (COMAR)**

<http://www.dsd.state.md.us/COMAR/searchall.aspx#>

**MBE Program: Search 21.11.03**

**SBR Program: Search 21.11.01.06**

**VSBE Program: Search 21.11.14**

**Governor's Office of Small, Minority & Women Business Affairs (410-697-9600)**

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)

**MBE Liaisons listing**

**Annual Report data for the MBE, VSBE & SBR Programs**

**Legislation and Policy**



# Resources

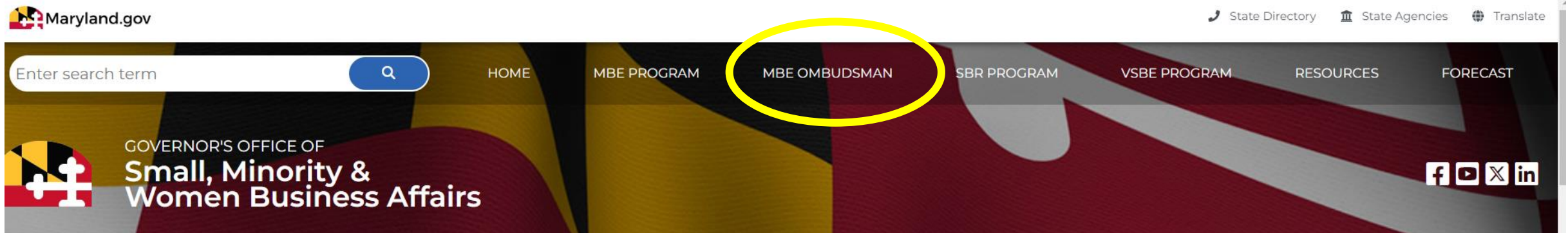
Visit the MBE Ombudsman Page to:

[Contact Us](#)

[Browse Resources](#)

[Find the latest Information/Updates](#)

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>



A background image showing several hands of different skin tones reaching out towards the center, symbolizing unity and support. The hands are positioned around the text, with some appearing to hold or support it.

— For Questions about this presentation, you may contact me directly:

**Nichelle Johnson**

**410-697-9605**

**[nichelle.johnson1@maryland.gov](mailto:nichelle.johnson1@maryland.gov)**

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**Thank You**

## Program Seals:

Please visit our  
website to download

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)



# Mining Public Data Techniques



[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

## Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

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2 WEBINARS MONTHLY



9AM-12PM



CLASSES LED BY SUBJECT MATTER  
EXPERTS



# Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist


TO REGISTER VISIT:  
[GOMDSMALLBIZ.MARYLAND.GOV](http://GOMDSMALLBIZ.MARYLAND.GOV)


 **Maryland**

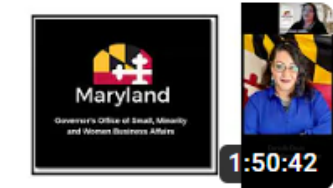
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# T.I.P.S. Webinar Series Playlist

- 

1 **Leveraging Your Certifications - December 14, 2023**  
StateMaryland • 40 views • 1 month ago  
1:52:26
- 

2 **Writing A Business Plan to Access Capital - December 12, 2023**  
StateMaryland • 15 views • 1 month ago  
2:04:48
- 

3 **VSBE Subcontracting Protocols - November 16, 2023**  
StateMaryland • 9 views • 1 month ago  
1:50:42
- 

4 **Strategic Planning for Business - November 14, 2023**  
StateMaryland • 6 views • 1 month ago  
1:43:00

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

# Upcoming Webinars & Workshops



[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

**Wednesday**

**May 15, 2024**

8:30 a.m. – 1:00 pm

**2024 Small Business Military  
Appreciation Breakfast**

@

Prince George's Community College

---

**Thursday**

**May 23, 2024**

10 a.m.

Pricing & Costing  
To Win More Contracts

**Thursday**

**May 30, 2024**

10 a.m.

Maryland's VSBE  
Program & Resources

# Partners

Maryland APEX Accelerators  
(formerly PTAC)

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center  
(MWBC)

<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center  
(Balt-Metro WBC)

<https://www.baltmetrowbc.org/>

Maryland Small Business Development  
Center (SBDC)

<https://www.marylandsbdc.org/>

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# Resources

Governor's Office of Small, Minority & Women Business  
Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PagelD=90>

Maryland Department of Commerce  
Maryland Financial Incentives for Business

<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB

<https://marylandentrepreneurhub.com/>

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<https://gomdsmallbiz.maryland.gov>

**Thank You!**