

Searching
Databases for Each
Socioeconomic
Program

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



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FOR THE MINORITY BUSINESS ENTERPRISE PROGRAM

Mandated in Statute

State Finance & Procurement Articles 14-304 (a)

- (1) The certification agency shall develop and maintain a directory of all certified minority business enterprises.
- (2) The directory shall be accessible to the public through the Internet.

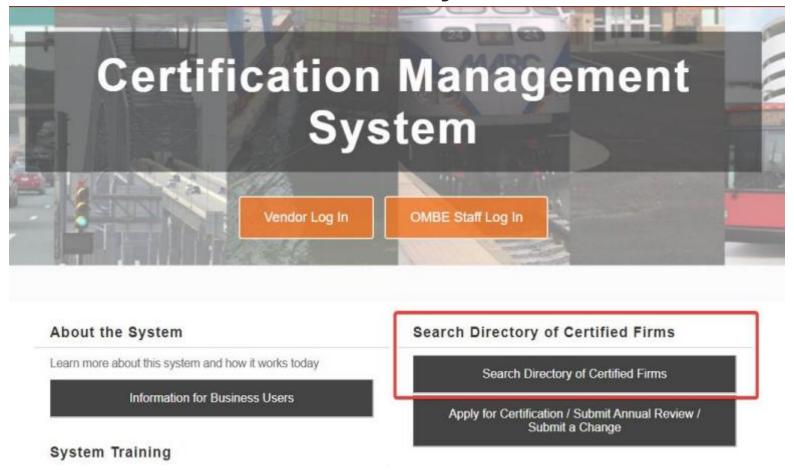
MDOT Directory:

(https://marylandmdbe.mdbecert.com/?TN=marylandmdbe)

At www.mdot.maryland.gov - Select MBE in the Menu Bar



Scroll down to search the Directory



Use Is Mandated in Statute

State Finance & Procurement Articles 14-302 (a) (1) (iv) (3)

- (ii) [Each unit shall] implement a program that will enable the unit to evaluate each contract to determine the appropriate minority business enterprise participation goals, if any, for the contract based on:
- 1. the potential subcontract opportunities available in the prime procurement contract;
- 2. the availability of certified minority business enterprises to respond competitively to the potential subcontract opportunities;

Searching the MDOT Directory

- Reasons:
 - To identify number of certified MBEs per subcontracting opportunity (identified by NAICS code(s)) during the PRG process
 - To verify the MBE status of an MBE firm named on MBE Forms during the bidding process
- Used by Procurement Staff, Liaisons, vendors & others

Searching for MBE Firms During the PRG Process

Things to Consider

Do enough MBEs exist at the prime contractor level to reasonably assure maximum opportunities for MBEs to compete for and potentially obtain the contract at that level?

Are MBE subcontracting opportunities feasible?

Does the base of potentially-available MBEs for the work components of the contract make the MBE subcontract goals attainable?

MBE base of providers for each work component

Geographical proximity of MBEs to the work location

PRG Forms – MBE Participation Worksheet (PART 1B)

Things to Consider

PRG Paperwork, page 6
 MBE Participation Worksheet

ALIES THE LITTLE HET OF CARCEGOOD THE CHILDREN TABLE BORES										
SECTION 4 – POTENTIAL SUBCONTRACT OPPORTUNITIES FOR NEW IFB/RFP										
No. Certified Subcontract Area No. Certified MBEs in this area Est. Subcontracting Dollar Amount Percent Years Amount										
Okay to attach a spreadsheet										

TOTAL FORDILITED CURGOSITRACE ASSOCIATE

The items your PRG determines to be possible Subcontract Opportunities will be listed here, along with the number of MBEs for this work area listed in the MDOT Directory.

Things to Consider

• PRG Paperwork, page 7

	MBE Research for Project No	
	Results of Search by NAICS Codes	
NAICS Code	Description	# MBEs in MDOT Directory
	Okay to attach a spreadsheet downloaded from MDOT directory	
	Results of Keyword Search	
Keyword		# MBEs in MDOT Directory
Okay to attach	a spreadsheet downloaded from MDOT directory	

When Searching During the PRG Process

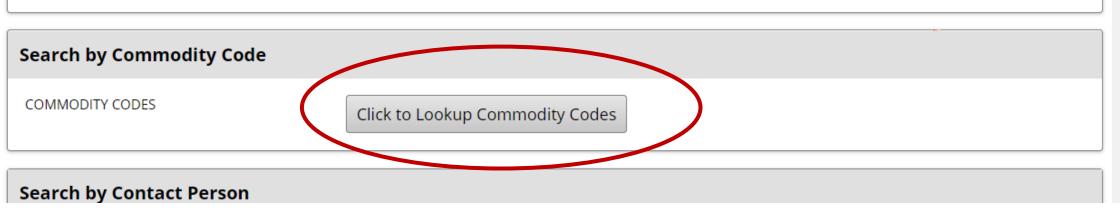
Certified Program Types	NAICS (Commodity) Code(s)	Location	Minority Status
Search the Directory for firms certified in just the MBE program or in multiple programs	Search the Directory using NAICS codes <u>or</u> product descriptions	Search the Directory by Location (City, County, Zip Code, State)	Search the Directory for firms by their certified Minority Status
Ex.: Selecting MBE will return a list of firms that have been certified with at least one NAICS code in the MBE Program	Ex.: If you select 541330 or Engineering, this will return a list of firms that have been certified with at least one NAICS code matching this product or service	Ex.: Selecting Baltimore City under County will return a list of certified firms registered with a Baltimore City Address	Ex.: Selecting African American will return a list of firms that are currently certified with that status

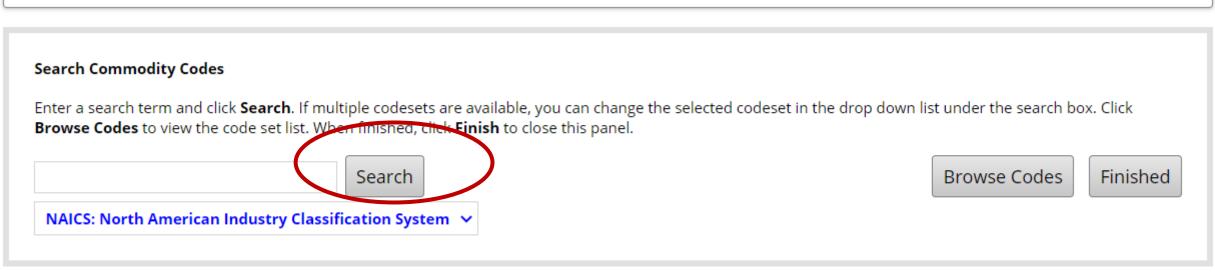
*You will use these search criteria together to narrow down your search results

Search by Certification Type

- Click to uncheck every option except MBE
- Or if searching for other program participants leave the applicable box checked







Add	NAICS	541330	Engineering consulting services
Add	NAICS	541330	Engineering design services
<u>Add</u>	NAICS	541330	Engineering services
<u>Add</u>	NAICS	541330	Engineers' offices
<u>Add</u>	NAICS	541330	Engineers' private practices

Geological engineering services

1 - 20 of 32 records displayed - Page 1 > Next Page

Search Commodity Codes

Click any **Add** link to select a code. You can also search again, sort the list, or click **Br** available, you can change the selected codeset in the drop down list under the searc to close this panel:

engineering

NAICS: North American Industry Classification System 🗸

Actions	Code Type	Code	Code Description
<u>Add</u>	NAICS	237	Heavy and Civil Engineering Const
<u>Add</u>	NAICS	2379	Other Heavy and Civil Engineering
<u>Add</u>	NAICS	23799	Other Heavy and Civil Engineering
<u>Add</u>	NAICS	237990	Other Heavy and Civil Engineering
<u>Add</u>	NAICS	238320	Engineering structure (e.g., oil sto
<u>Add</u>	NAICS	238910	Dismantling engineering structure
<u>Add</u>	NAICS	238910	Removal of dams, dikes, and othe
Add	NAICS	5413	Architectural, Engineering, and Re
Ada	NAICS	54133	Engineering Services
<u>Add</u>	NAICS	541330	Engineering services
A 1 1	MAICC		0.1

: **Browse Codes** to browse through the entire code list. If multiple codesets are earch box. Click **Browse Codes** to view the code set list. When finished, click **Finish**



To sort, click column title.

Search by Commodity Code

COMMODITY CODES

Click to Lookup Commodity Codes

NAICS 541330: Engineering design services (remove)

NAICS 541330: Engineering services (remove)

Options

- Match any codes with same number code (?)
- Include any lower level codes of those selected (?)

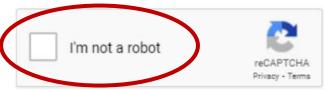
Clear All Commodity Codes

Search by Location

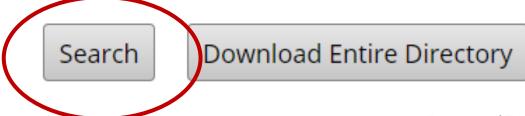
Search by Location		
CITY		
ZIP CODE	Tip: Search for multiple zip codes by separating with commas.	
STATE	Select one or more	*
COUNTY	Select one or more	
PHONE AREA CODE		Q
	[Select all]	
Carriel Inc. Dafanana	Allegany	

Complete your search

- Once you finish selecting your criteria (or parameters), you can complete your search.
- When executing your first search you will need to complete the reCAPTCHA Complete the reCAPTCHA below to access the search actions:



Then you can click the Search Button to complete your search



No Results?

Show directory information and instructions

Search Parameters

CERTIFICATIONS

Minority Business Enterprise (MBE)

COMMODITY CODES

NAICS 541330: Engineering design services
NAICS 541330: Engineering services

Search Results

0 firms with 0 certifications found

Your search parameters did not return any matches. Click Edit Parameters, modify the information in the fields above and click Search Again.

Search Again

Search by Business Description

481 firms with 487 certifications found

Click the certification type for contact information and certification details

Search by Business Description

BUSINESS DESCRIPTION

structural engineering

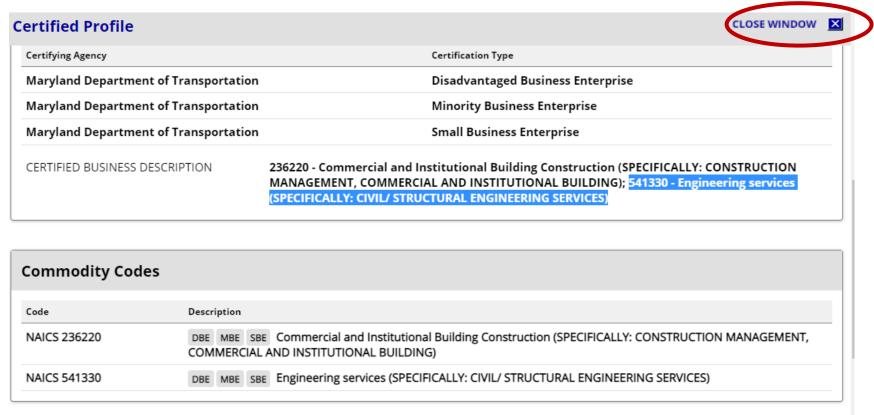
Tip: Try just a few letters of a keyword.

Reviewing Results

Search Results		18 firms with 18 certifications fo Click the certification type for contact information and certification de				
Vendor	Location	View				
Alvi Associates, Inc.	Towson, MD	<u>View</u>				
AST CONSULTANTS INC.	ELLICOTT CITY, MD	<u>View</u>				
ATLAS FOUNDATIONS OF WASHINGTON, LLC	TEMPLE HILLS, MD	<u>View</u>				
C.C. JOHNSON & MALHOTRA, P.C.	ROCKVILLE, MD	<u>View</u>				
CAGLEY & ASSOCIATES, INC.	ROCKVILLE, MD	<u>View</u>				
CMJ Structural Engineering Inc	Columbia, MD	<u>View</u>				
FAISANT ASSOCIATES, INC.	BALTIMORE, MD	<u>View</u>				
FREDERICK ENGINEERING CONSULTANTS, LLC	BOYDS, MD	<u>View</u>				
Hope Furrer Associates, Inc.	Towson, MD	<u>View</u>				
IMEC GROUP, LLC	COLUMBIA, MD	<u>View</u>				
LEUTERIO THOMAS, LLC	National Harbor, MD	<u>View</u>				
MERCADO CONSULTANTS, INC., DBA INNOVATIVE CONSULTANTS, INC.	ASHTON, MD	<u>View</u>				
MK CONSULTING ENGINEERS, LLC	Baltimore, MD	<u>View</u>				
PCB INTERNATIONAL, LLC	Montgomery Village, MD	<u>View</u>				
POTOWMAC ENGINEERS, INC.	CAPITOL HEIGHTS, MD	<u>View</u>				
STRUCTURAL ENGINEERING GROUP, INC.	Hamilton, VA	<u>View</u>				

Reviewing Results

 As you can see, this firm is still listed under the original general NAICS code of 541330 with a specialty in structural engineering



Downloading Search Results

Download Search Results

Click to close this box and go back to perform your next search

Download Search Results

Close

You are about to export the search results. Your export will be generated in real-time from the directory. Depending upon the speed of your Internet connection, the number of records, and the size of the export file, it may take a few minutes to generate and download the data.

ALERT: The information provided in the file is not to be used for unsolicited advertising, spam, or any other unauthorized use. Your activities from IP Number 167.102.240.62 on this website are tracked.

To download this export you must enter the following code exactly as it appears.

Enter **2xTGqP** here (case sensitive):

Include Commodity Codes in download

Download to Excel

Download to CSV

Downloading Search Results

Review your excel sheet to confirm your results

The MDOT Directory of Certified MBE, DBE, SBE and ACDBE Firms

As of 8/30/2022 2:23:17 PM

Results filtered by search parameters

The information provided in this file is not to be used for unsolicited advertising, spam, or any other unauthorized use.

Company Name	Owner	Owner Last		Sta	Zip	Phone	Email			Certification	County	Minority Status	Certified		
Alvi Associates, Inc.	Irfan	Alvia	Towson	MD	21204	410-321- 8877	ialvi@alviassociat es.com	http://www.alvias sociates.com	MDDO T		Baltimore City	Asian American Sub- continent	4/2/1980		541330 - Engineering services (SPECIFICALLY: BRIDGE DESIGN AND INSPECTION; HIGHWAY AND TRANSIT DESIGN; HH DESIGN FOR DRAINAGE, STORMWATER MANAGEMENT, EROSION SEDIMENT CONTROL; STRUCTURAL ENGINEERING;
AST CONSULTANTS INC.	AMRISH	PATEL	ELLICOTT CITY	MD	21043		astconsultant@g mail.com		MDDO T	MBE	Howard	Asian American Sub- continent	9/4/2001	01-371	237310 - Highway, Street, and Bridge Construction (MANAGEMENT SERVICES CONSTRUCTION MANAGEMENT SPECIFICALLY: BRIDGE INSPECTION); 541330 - Engineering services (ENGINEERING SERVICES STRUCTURAL ENGINEERING SPECIFICALLY: BRIDGE DESIGN); 541512 - Computer Systems Design Services (COMPUTER INTEGRATED SYSTEMS DESIGN DEVELOPING STRUCTURAL SCHOOLTER BRIDGE COMPUTER COMPUTER

Searching When Evaluating for Subgoal Inclusion During the PRG Process

- When evaluating your contract for Subgoals, you will use the <u>Subgoal</u> Worksheet
- If you can use the data you have pulled for the overall goal, do so. If not, you will search the MDOT Directory
- Identify the Combined Industry Category
- Determine which Subgroups would be considered under that Industry
- Search the Directory using MBE Certification type only, the Industry Category and the MBE Subgroup

1 Search by Certification Type

CERTIFICATIONS

☐ Airport Concessionaire Disadvantaged Business Enterprise (ACDBE)
☐ Bisadvantaged Business Enterprise (DBE)
☑ Minority Business Enterprise (MBE)
☐ Small Business Enterprise (SBE)

Click to Browse Codes
OR use the Business
Description Option to
Search for firms in the
specific Industry

Browse Codes

Commodity Code

Commodity Codes

Click to Lookup Commodity Codes

NAICS 23: Construction (remove)

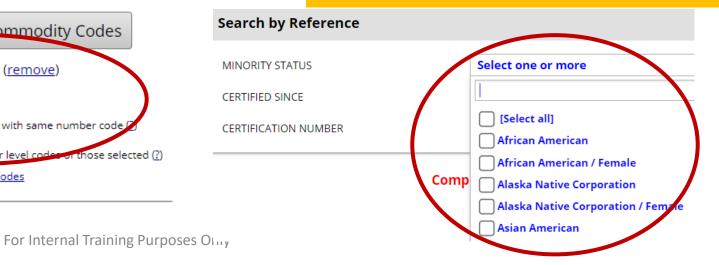
Options:

Industry

Match any codes with same number code (?)

Clear All Commodity Codes

Choose 1 or all the necessary Subgroups to be evaluated for subgoals



1 If the Industry is not on the list when you click browse codes, you can choose the top-level choice and drill down, here, for engineering, you would click 54

<u>Drill Down</u> <u>Add</u> NAICS <u>54</u> Professional, Scientific, and Technical Services

Click to ADD the code once you get to the top industry code

Click to drill down until you find the top code for the industry

Top > 54 > 541 (click a higher level code to return to that level)

Actions	Code Type	Code	Code Description
Drill Down Add	NAICS	<u>5411</u>	Legal Services
Drill Down Add	NAICS	5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services
Drill Down Add	NAIS	<u>5413</u>	Architectural, Engineering, and Related Services

 $\underline{\text{Top}} > \underline{54} > \underline{541} > \mathbf{5413}$ (click a higher level code to return to that level)

Actions	Code Type	Code	Code Description
Drill Down Add	NAICS	<u>54131</u>	Architectural Services
Drill Down Add	NAICS	<u>54132</u>	Landscape Architectural Services
Drill Down Add	NAICS	54133	Engineering Services
<u>Drill Down</u> Add	NAICS	<u>54134</u>	Drafting Services

 $\frac{\text{Top}}{\text{Top}} > \frac{54}{\text{Color}} > \frac{541}{\text{Color}} > \frac{5413}{\text{Color}} = \frac{1}{\text{Color}} = \frac{1}{\text{Color$

Actions	Code Type	Code	Code Description
<u>Drill Down</u> Add	NAICS	<u>54131</u>	Architectural Services
Drill Down Add	NAICS	54132	Landscape Architectural Sorvices
Drill Down Add	NAICS	<u>54133</u>	Engineering Services
<u>Drill Down</u> Add	NAICS	<u>54134</u>	Drafting Services

For Internal Training Purposes Only

Downloading Search Results

Download Search Results

Click to close this box and go back to perform your next search or close out

Download Search Results

Close

You are about to export the search results. Your export will be generated in real-time from the directory. Depending upon the speed of your Internet connection, the number of records, and the size of the export file, it may take a few minutes to generate and download the data.

ALERT: The information provided in the file is not to be used for unsolicited advertising, spam, or any other unauthorized use. Your activities from IP Number 167.102.240.62 on this website are tracked.

To dewnload this export you must enter the following code exactly as it appears

Enter 2xTGqP here (case sensitive):

Include Commodity Codes in download

Download to Excel

Download to CSV

Use your results to fill out the subgoal worksheet and determine if

Subgoals will be set.

Any relevant Subgroup with less than 3 certified firms available results in no subgoal being set for that subgroup

Ex.: Construction Contract with an overall MBE goal of 25% would be evaluated for Subgoals. If your search reveals that 2 African American MBE firms and 10 Women owned MBE firms were available, this will result in a Women Subgoal of 11%

TABLE 2 – RECOMMENDED SUBGOALS									
Comb	ined Ind	ustry Category	Cons	AE-CRS	Main	IT	Serv	CSE	
	(Check appropriate column per Step 5.)								
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%	
Subgo	Subgoal Total		19%	17%	14%	20%	15%	16%	
*Subg	*Subgoal Total Plus 2% Margin			19%	16%	22%	17%	18%	

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

 ☑ Refer to Table 2 above. If there are 3 or more certified firms in a Subgroup for the work of the procurement (indicated by a "Y" in Column 10), the Recommended Subgoal for the Combined Industry Category in Table 2 should be set for that Subgroup unless an explanation is provided in Step 11.
- ☑ A subgoal may not be set if the number of certified firms in that Subgroup is less than 3 (indicated by an "N" in Column 10).
- 11. The following Recommended Subgoals have not been set because:

Verifying a Firm Named on MBE Forms or with the Intention to Direct Solicit

When Searching to Verify an MBE Firm

- You can search by several criteria, including:
 - Name or dba

Certification Number

Contact Person/Owner (If you have this information)

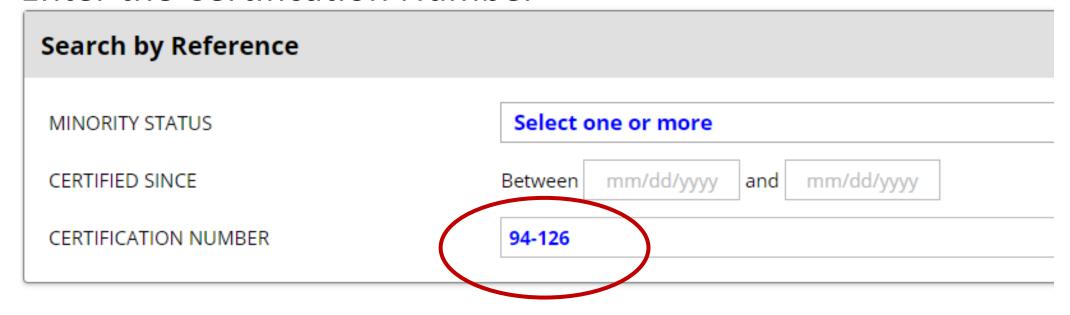
Searching to Verify MBE Firms

- To Search by Name or DBA
 - Click to uncheck all Certification Types except MBE (if applicable)
 - Enter the Firms Name or DBA in the search field

Search by Certification Type				
CERTIFICATIONS	 □ Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) □ Disadvantaged Business Enterprise (DBE) ☑ Minority Business Enterprise (MBE) □ Small Business Enterprise (SBE) 			
Search by Business Name or DBA				
BUSINESS NAME/DBA	Tip: Try just a few letters of the firm's name.			

Searching to Verify MBE Firms

- To Search by Certification Number
 - Click to uncheck all Certification Types except MBE (if applicable)
 - Enter the Certification Number



Searching to Verify MBE Firms

- To Search by Contact Person/Owner (If you have this information)
- Make sure MBE only is checked, then enter the persons first and last name

	Search by Certification Type			
	CERTIFICATIONS Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) Disadvantaged Business Enterprise (DBE) Minority Business Enterprise (MBE) Small Business Enterprise (SBE)		e (ACDBE)	
Search by Contact Person				
CON	NTACT PERSON/OWNER	First Name Tip: Use the first letter.	Last Name Tip: Try the first few letters.	

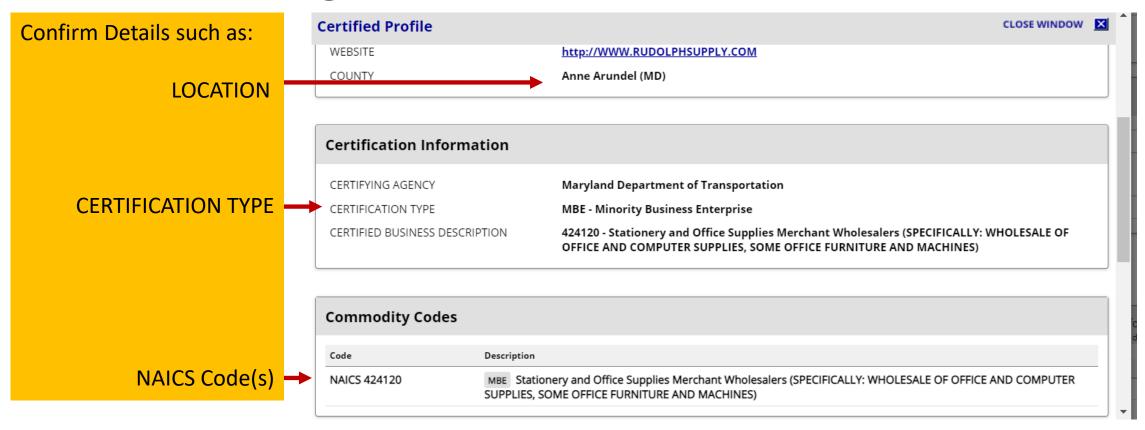
Searching to Verify MBE Firms

• If the correct result is returned, click to view

Search Results		1 firm with 1 certification for
Vendor	Location	View
RUDOLPH'S OFFICE & COMPUTER SUPPLY, INC.	ELKRIDGE, MD	<u>View</u>

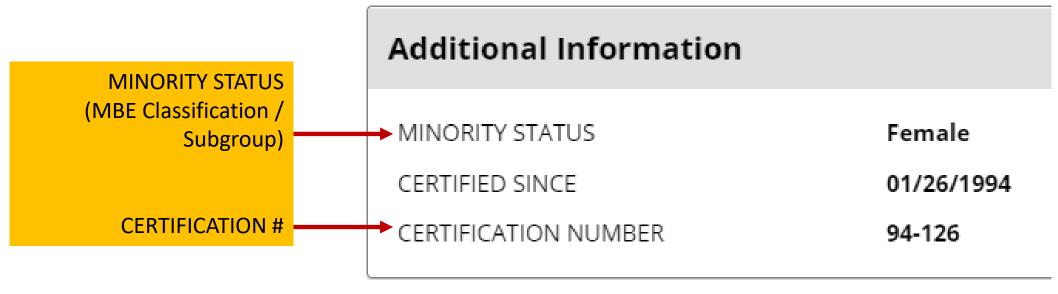
Searching to Verify MBE Firms

Scroll through to confirm the MBEs details



Searching to Verify MBE Firms

Other details you can confirm include



If you have trouble accessing a firm within the MDOT Directory and wish to inquire with the certification agency, you may contact:

Director of Office of Minority Business Enterprise

Sabrina Bass 410-865-1240

Intake Operations Manager

Sharonda Baker 410-865-1072



General Office E-Mail

mbe@mdot.maryland.gov

General Office Phone

Local: 410-865-1269

If you have any questions, after today's training please contact your designated MBE Compliance Manager.

MBE Compliance Managers:

Nichelle Johnson

Nichelle.johnson1@Maryland.gov

(410) 697-9605

(667) 232-1369

Karen Reyes

Karen.reyes@maryland.gov

(410) 697-9608

(443) 346-0630



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





Searching Databases for the Veteran-Owned Small Business Enterprise (VSBE) Program

VSBE Statute

State Finance & Procurement Statutes

§14-602

- (1) the potential contracting opportunities available in the procurement contract, including both prime contracting and subcontracting opportunities, as determined through analysis of the scope of the work presented in the solicitation documents; and
- (2) the availability of veteran-owned small business enterprises to respond competitively to the potential contracting opportunities.

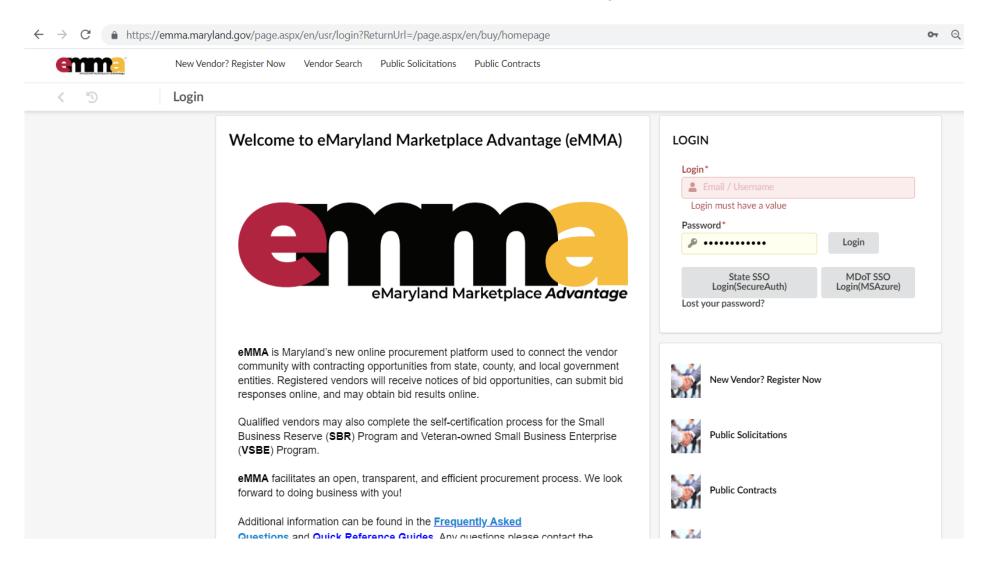
VSBE Regulation

COMAR 21.11.14.03

Scope

C. Procurement agencies shall use the Directory as the primary resource to identify potential vendors when considering the application of a VSBE participation goal. Procurement agencies may also utilize VetBiz and any other veteran resource or database to assist in identifying potential veteran vendors.

Main Directory



Benefits of eMMA

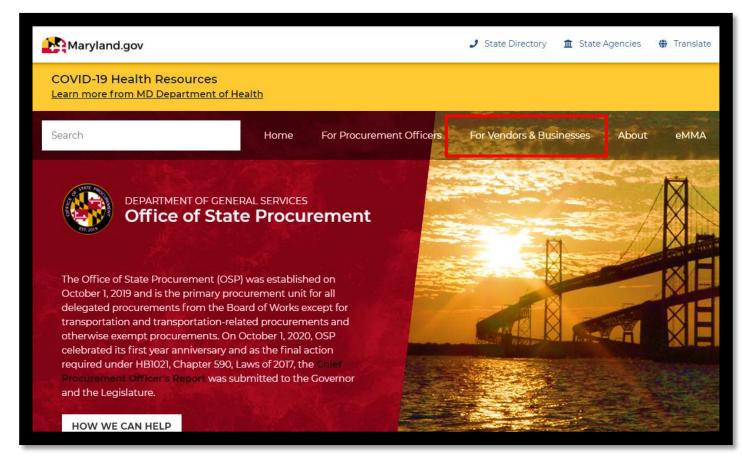
- Public Vendor Search
- Internal Vendor Search & Features
- Provides both Certification and expiration information
- Most Up-To-Date, as new vendors are being added daily



VSBE Vendor Search For Procurement/Buyers

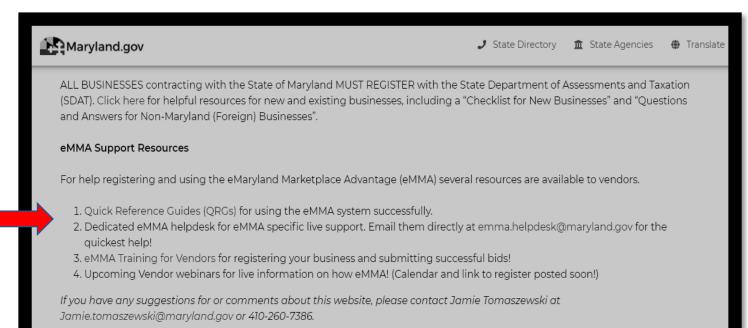
Use the Vendor Search option in eMMA to identify potential VSBE vendors. This method will yield both certified and non-certified VSBE vendors.

- 1) Visit the https://procurement.marylan.gov/ website.
- 2) Click on tab "For Vendors & Businesses".



VSBE Vendor Search For Procurement/Buyers

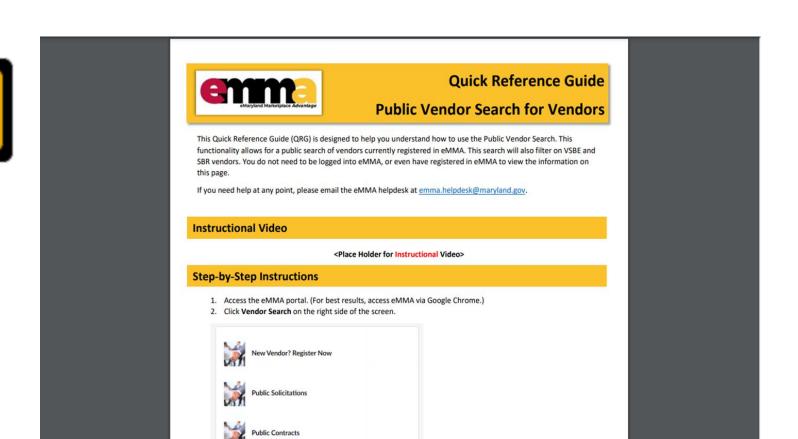
- 3) Select the "Quick Reference Guides (QRGs)" link.
- 4) Select the Buyer QRG-"Public Search for Vendors" for a guide to locate potential VSBE vendors.



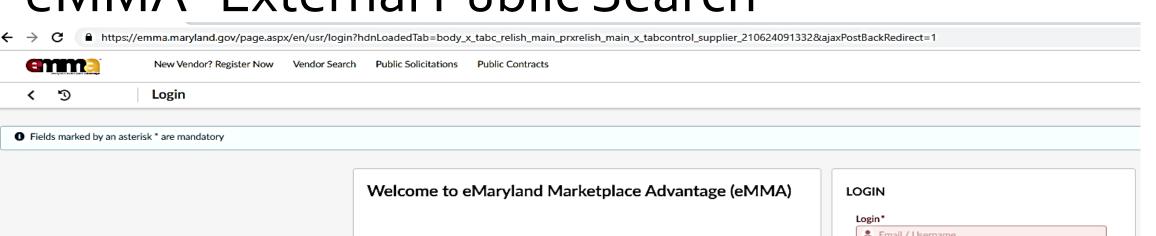
VSBE Vendor Search For Procurement/Buyers

Buyer QRGs

17 - eMMA QRG Public Search for Vendors



eMMA- External Public Search



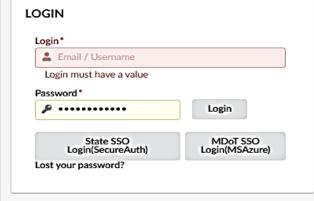
eMaryland Marketplace Advantage

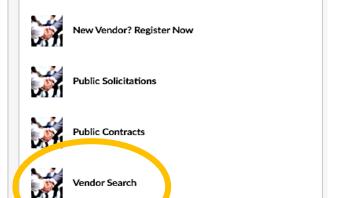
eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

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

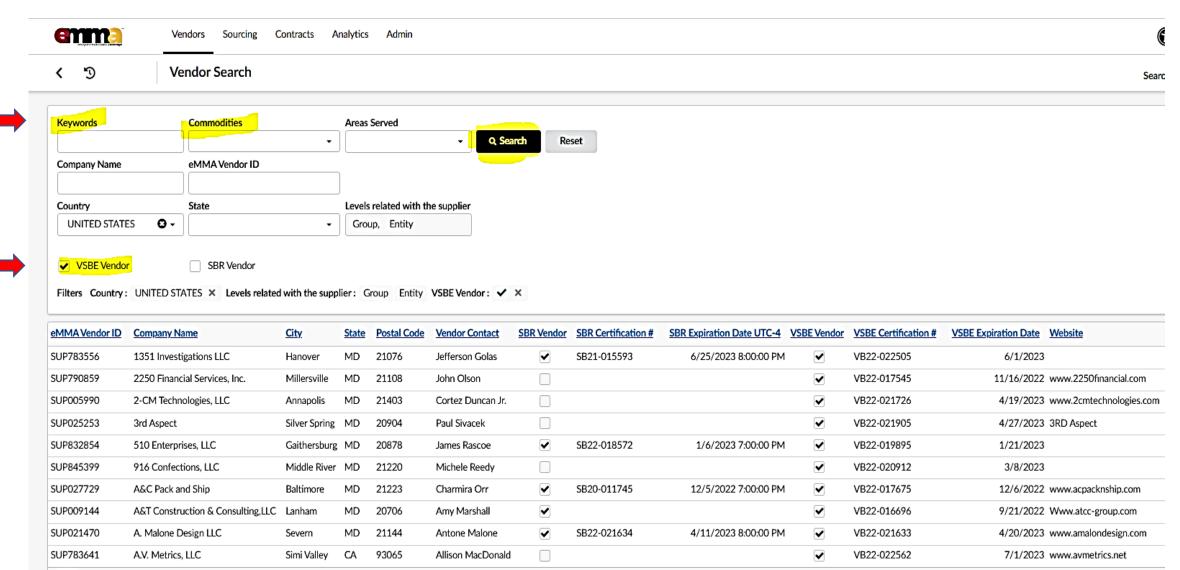
eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the <u>Frequently Asked</u>
<u>Questions</u> and <u>Quick Reference Guides</u>. Any questions please contact the

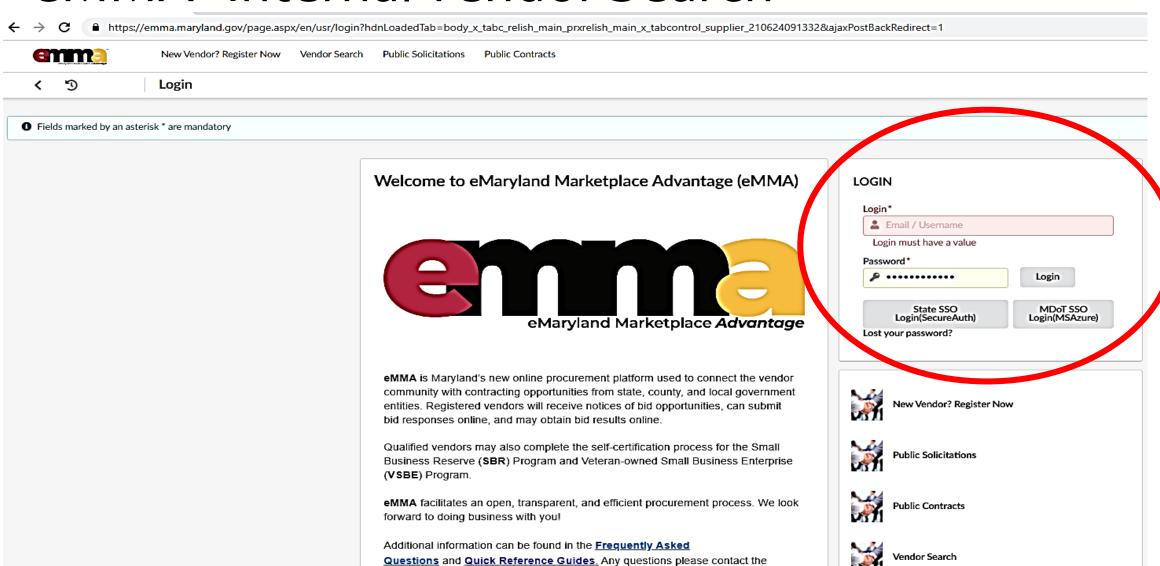


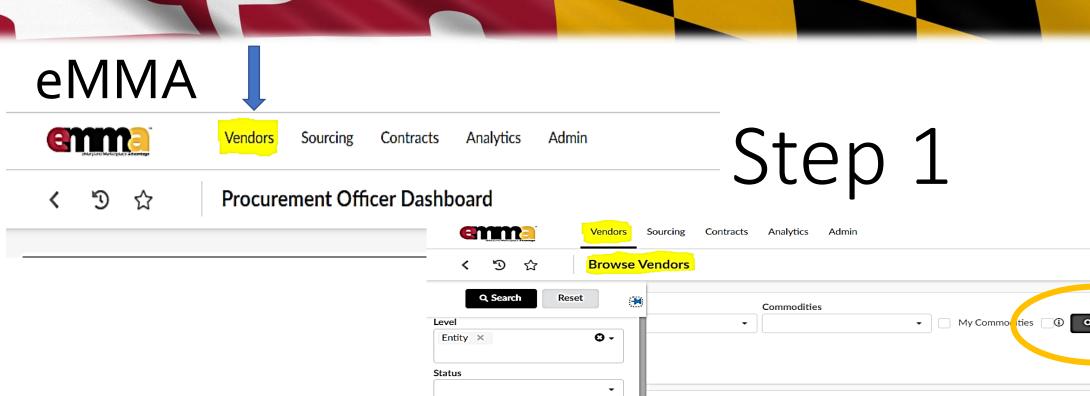


eMMA- External Public Search



eMMA-Internal Vendor Search

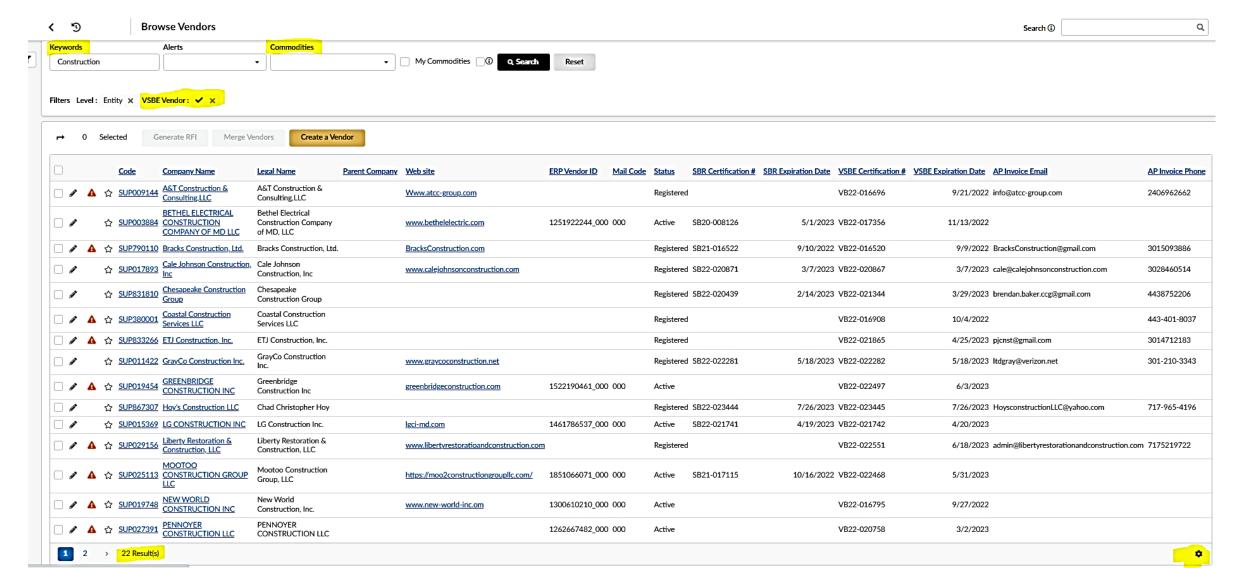




Step 2

く り ☆ Browse	Vendors				
Q Search Reset	*	Con	nmodities	▼	es ① Q Search
Status					
Ownership Type	RFI	Merge Vendors	Create a Ven	dor	
Vendor Type	ny Name	<u>Legal Name</u>	Parent Company	Web site	ERP Vendor ID N
Tax ID Type	d Healthy	delle, Skycore LLC		www.affirmedhealthy.com	
Is Remit-To Address? Pending Change Requests Grouped orders	N Burger	Arthur W Burger Bellman & Symfon North America		https://bellman.com/	
Procurement Programs	olutions	Brand Solutions LLC		www.brandsolutionsinc.com	
SBR Vendor ACDBE Vendor VSBE Vendor	ville OOC, MD	Exelerate DATA DOC, MD L.L.C.		www.datadocmd.com	
SBE Vendor MBE Vendor	NIA NATIONAL	DRIVANIA INTERNATIONAL USA LLC		https://shotl.com/	

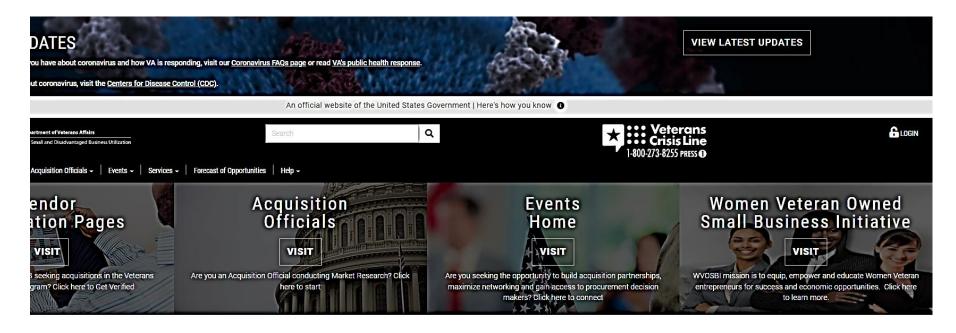
eMMA-Internal Vendor Search



Internal Vendor Search Feature

<u>Veb site</u>	ERP Vendor ID	Mail Code	<u>Status</u>	SBR Certification #	SBR Expiration Date	VSBE Certification #	VSBE Expiration Date	AP Invoice Email		AP Invoice Ph
Vww.atcc-group.com			Registered			VB22-016696	9/21/2022	info@atcc-group.com		2406962662
ww.bethelelectric.com	1251922244_000	000	Active	SB20-008126	5/1/2023	VB22-017356	11/13/2022		ធា Download tab	
acksConstruction.com			Registered	SB21-016522	9/10/2022	VB22-016520	9/9/2022	BracksConstruction@gr	Excel format	
ww.calejohnsonconstruction.com			Registered	SB22-020871	3/7/2023	VB22-020867	3/7/2023	cale@calejohnsoncon. +	Show columns :	
			Registered	SB22-020439	2/14/2023	VB22-021344	3/29/2023	brendan.baker.ccg@gma	Selection	0
			Registered			VB22-016908	10/4/2022		Editing column Deleting column	0
			Registered			VB22-021865	4/25/2023	pjcnst@gmail.com	Anomalies	o
ww.graycoconstruction.net			Registered	SB22-022281	5/18/2023	VB22-022282	5/18/2023	Itdgray@verizon.net	Favorite vendor	O)
enbridgeconstruction.com	1522190461_000	000	Active			VB22-022497	6/3/2023		Code	O)
			Registered	SB22-023444	7/26/2023	VB22-023445	7/26/2023	HoysconstructionLLC@	Company Name	O
i-md.com	1461786537_000	000	Active	SB22-021741	4/19/2023	VB22-021742	4/20/2023		Legal Name	O
w.libertyrestoratioandconstruction.co	<u>m</u>		Registered			VB22-022551	6/18/2023	admin@libertyrestoratio		_
ps://moo2constructiongroupllc.com/	1851066071_000	000	Active	SB21-017115	10/16/2022	VB22-022468	5/31/2023		Grid page size :	~
ww.new-world-inc.om	1300610210 000	000	Active			VB22-016795	9/27/2022			

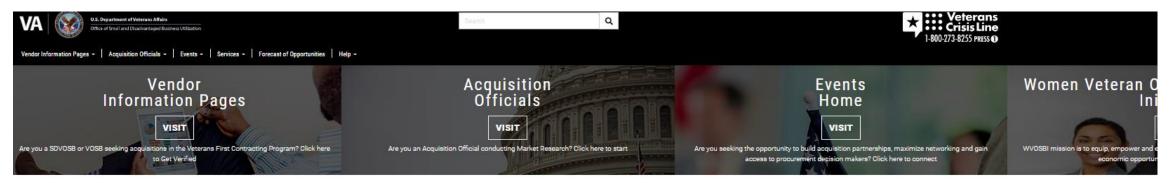
U.S. DEPARTMENT OF VETERAN AFFAIRS (VETBIZ)



Verified Business Stats

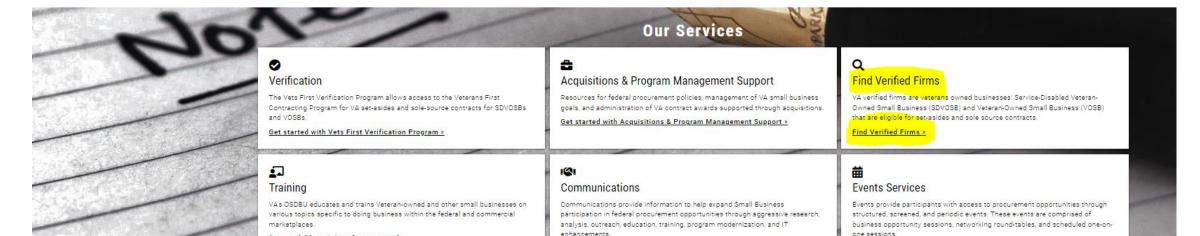






Verified Business Stats





Click the button below to view the available Webinars and Town Halls held by OSDBU

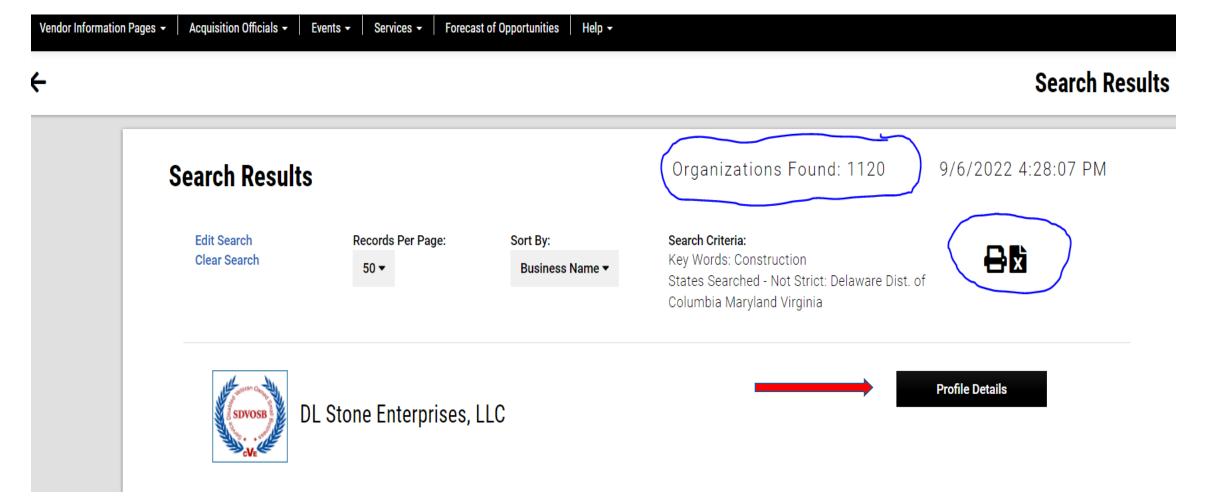
WEBINARS

Find Veteran Owned Businesses

Business Name	DBA (Doing Busin	ess As)		SAM UEI	
DUNS Number	Search by VOSB of	or SDVOSB?		NAICS	
	All		~		
Keywords (Separated by Spaces)					
☐ Strict					
State/Territory					
Alabama Alaska	<u> </u>	H			^
Alberta All		>			
American Samoa					
Arizona		<			
Arkansas British Columbia		•			
California	-				•

Find Veteran Owned Businesses

Business Name	DBA (Doing Business As)	SAM UEI
DUNS Number	Search by VOSB or SDVOSB?	NAICS
	All	~
Keywords (Separated by Spaces)		
Construction		
□ Strict		
□ Strict State/Territory		
State/Territory	<u>^</u>	Delaware
State/Territory	↑	Delaware Dist. of Columbia
State/Territory Anzona Arkansas British Columbia California	-	Dist. of Columbia Maryland
State/Territory Anzona Arkansas British Columbia California Colorado	→	Dist. of Columbia
State/Territory Anzona Arkansas British Columbia California Colorado Connecticut	>	Dist. of Columbia Maryland
State/Territory Anzona Arkansas British Columbia California Colorado Connecticut Florida	-	Dist. of Columbia Maryland
State/Territory Anzona Arkansas British Columbia California Colorado Connecticut	>	Dist. of Columbia Maryland



You can click on Profile Details to see more information



DL Stone Enterprises, LLC

SAM UEI: KPTQA956X581

Email: sales@stonespecialties.com | Web: https://www.stonespecialties.com/ | Phone: (210) 696-0919





Business Information

DUNS: 117941695
DBA: Stone Enterprises
Last Verified: 6/22/2022
Expiration Date: 6/22/2025
Year Established: 1996

Business Address 1: 9027 Cinnabar Court Business Address 2: City: Garden Ridge State/Territory: Texas Phone: (210) 696-0919 Fax: (210) 395-4448

Business Type

Business Type: LLC CAGE: 1N4G9

NAICS Codes: 311423, 313110, 313230, 313310, 314910, 315190, 315210, 315220, 315240, 316998, 322220, 323111, 323113, 325211, 325612, 326111, 326113, 326199, 332215, 339113, 339920, 339950, 339993, 423450, 423610, 423910, 424320, 424990, 448110, 448120, 448190, 448320, 451110, 453220, 454110
FSC: 6530, 7310, 7320, 7340, 8105, 8315, 8405, 8410, 8415, 8455, 8520, 9905

PSC:

Service Disabled Veteran Owned Small Business: Yes-Woman Owned Small Business: No Minority Owned Small Business: No Joint Venture: No Mentor Protege: No Hub Zone: No

8(a): No

Purchase Card: Yes

Capabilities

Number of Employees: 1 Number of Veteran Employees: 1

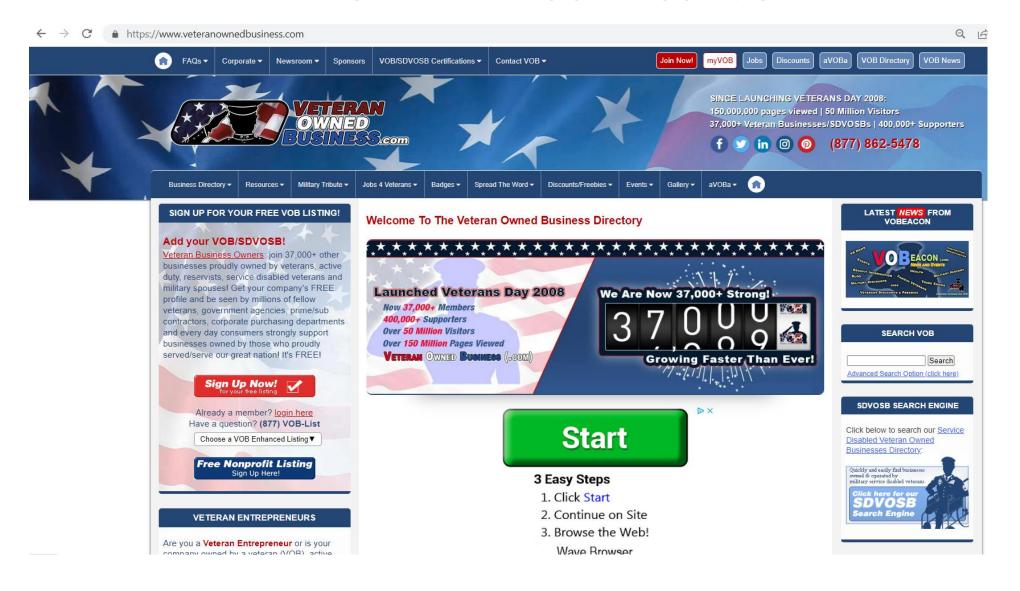
Number of Operating Locations: 1

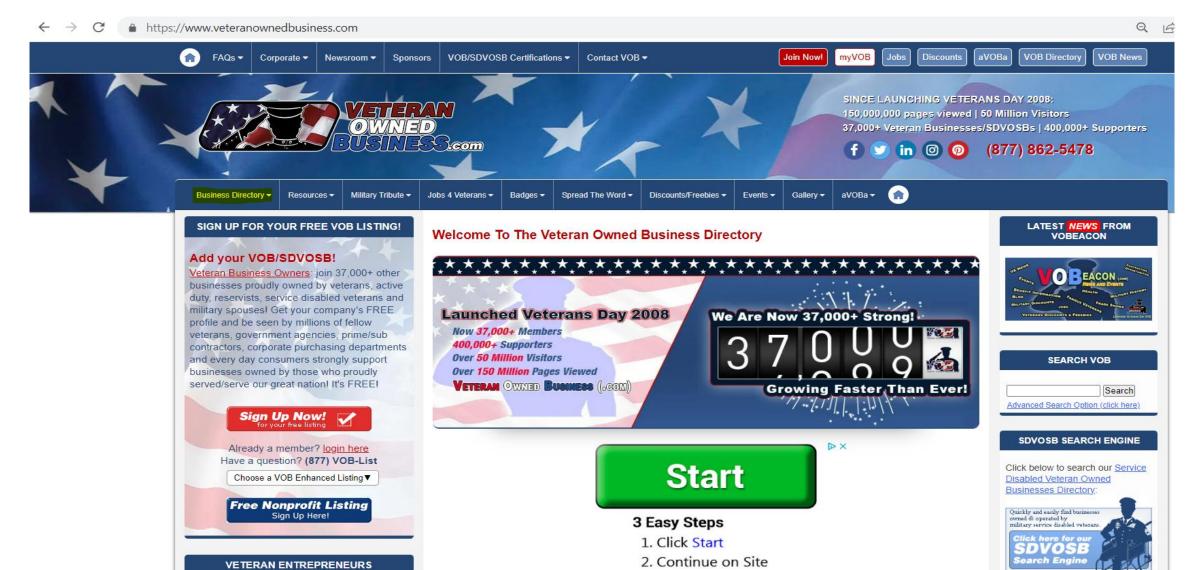
Service Areas:

Capabilities Keywords: Textile Bag Mills, Men Apparel, Men's Outerwear, Women's Other Outerwear Manufacturing, Hat, Cap, T-Shirts, Polo Shirts, jackets, Windbreakers, Baseball Caps, Sweatshirts/Sweatpants, Medical Scrub wear and gowns, Promotional Towel, Blanket and Totes, Promotional Gift and Novelty, Polypropylene woven fabric & bags, Sand Bags, Barrier Material Construction, Plastic bags; Fiber, Yarn, and Thread Mills; Textile Bag and Canvas Mills; Other Apparel Knitting Mills; Cut and Sew Apparel Contractors; Women's, Girls', and Infants' Cut and Sew Apparel Manufacturing: All Other Leather Good and Allied Product Manufacturing: Commercial Screen Printing: Plastics Material

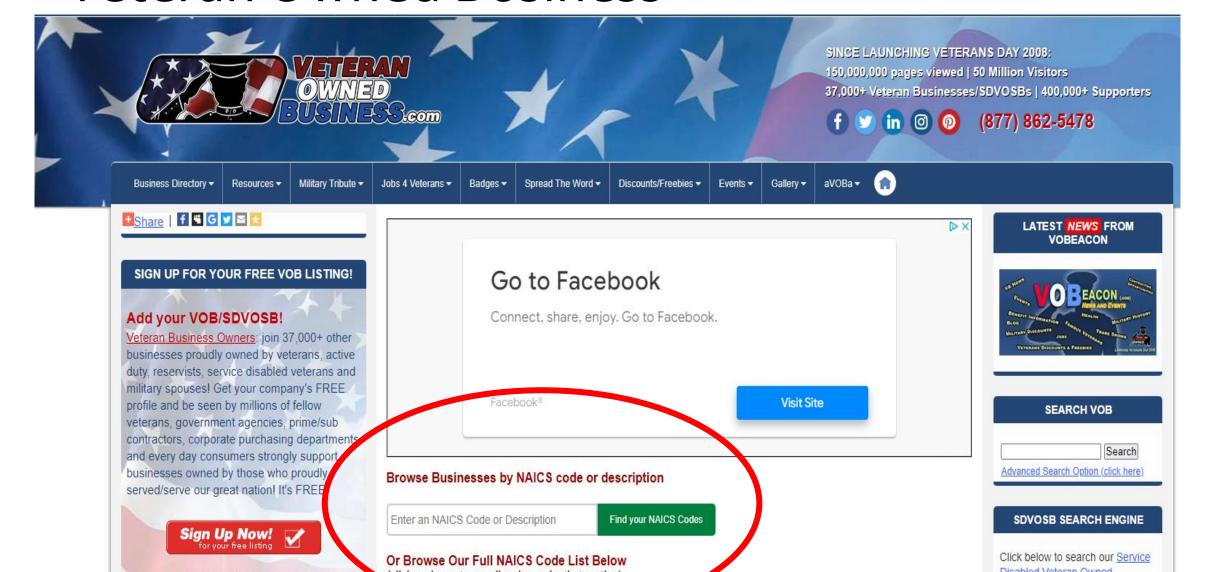
Capabilities Narrative: DL Stone Enterprises LLC is a Service-Disabled Veteran Owner Small Business. Business since 1997. We offer causal and sports clothing, medical scrubs, work uniforms, wide range of promotional products, corporate gifts and incentives products. We carry a wide arrange of sports and physic therapy equipment.

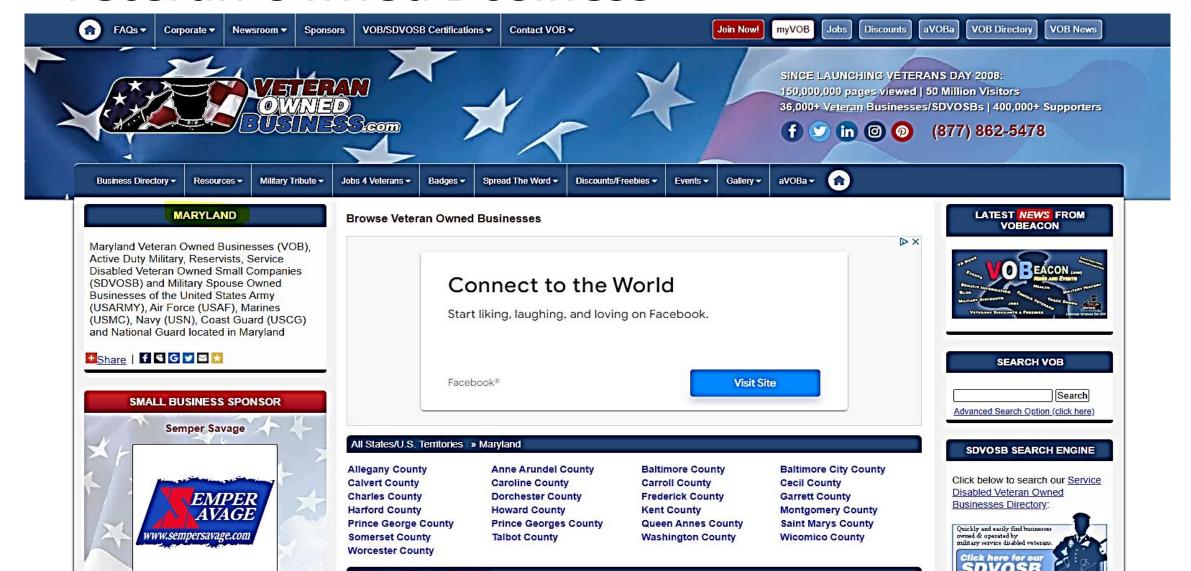
VETERAN OWNED BUSINESS. COM

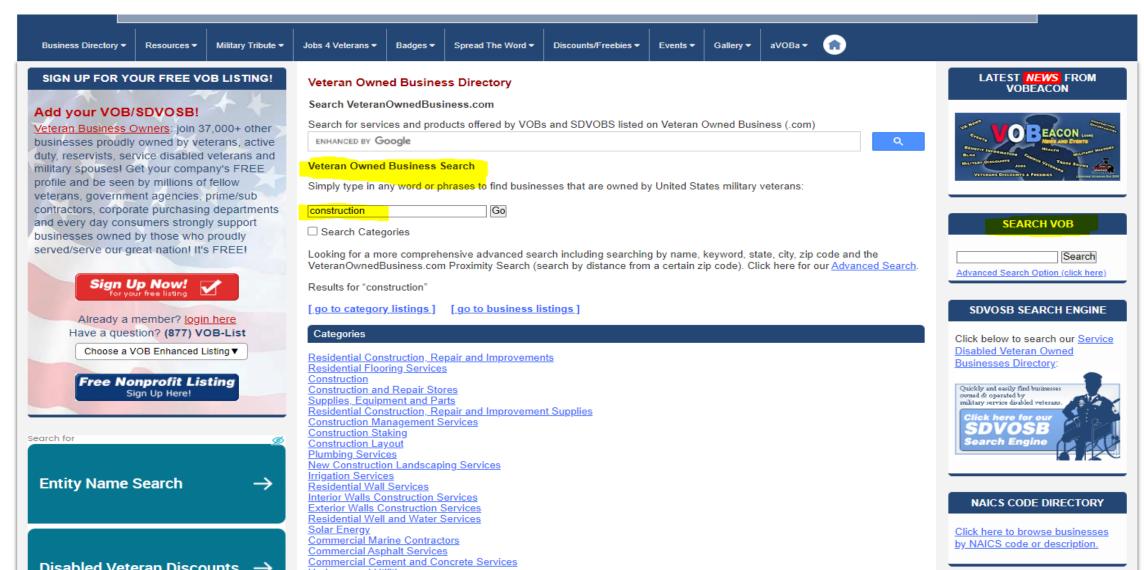












VSBE Program Certification

Only the work of a <u>certified VSBE firm</u>, performing either directly (prime contractors) or indirectly (subcontractors), can be counted toward the achievement of an established contract goal

Must be certified when named on a bid/offer



VSBE Program Invitation

Once you identity potential Veteran-Owned Small Businesses, feel free to invite them to get CERTIFIED with the VSBE Program. If you do not feel comfortable with providing those steps, please refer them to Danielle Davis, and I will reach out.



3-Step VSBE Program Certification



Step 1-Registration

Welcome to eMaryland Marketplace Advantage (eMMA)

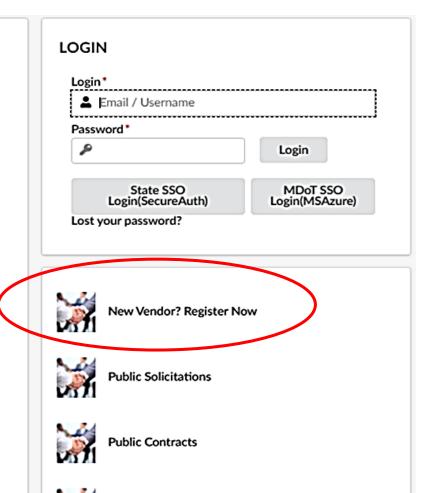


eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

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 at eMMA.helpdesk@maryland.gov.

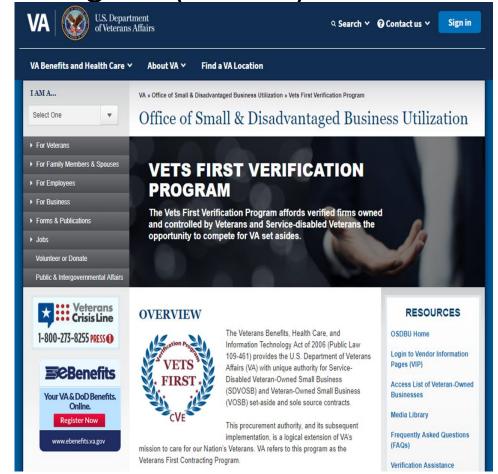


Step 2-Veteran Verification

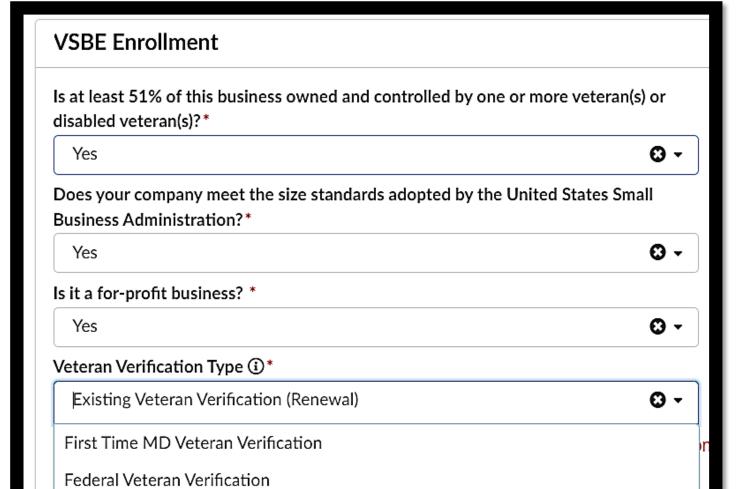
 Maryland Department of Veteran Affairs (State)



 Vets First CVE Verification Program (Federal)



Step 3-Application



Vendor must submit the VSBE Application in eMMA.

Once the vendor has completed their eMMA profile and obtained veteran verification, they are then ready to complete the VSBE Application in eMMA.

Only vendors with an "Approved"
VSBE Vendor Status, an active
VB # and an active expiration date

VSBE Vendor Certification Equation

Veteran Verification

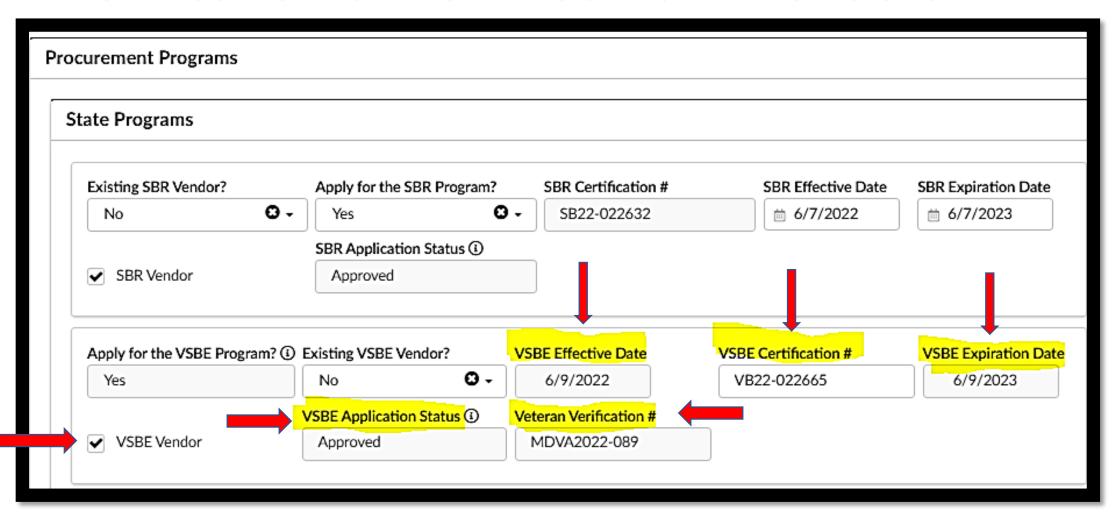


VSBE Application

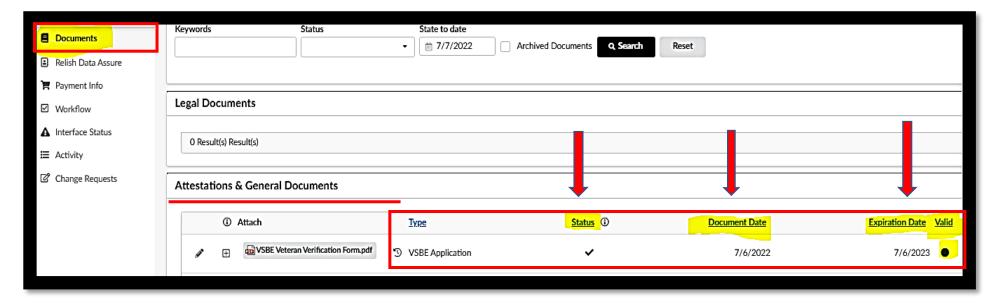


VSBE Certification

Verification of Certified VSBE Vendors



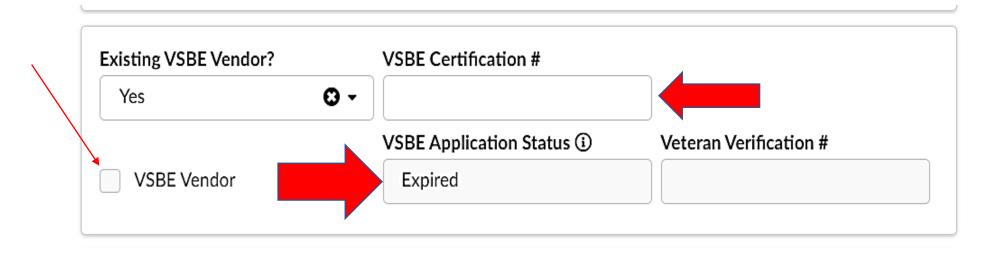
Verification of Certified VSBE Vendors



To determine the VSBE certification status, click into the "Documents" section of the vendor's account. Under "Attestations & General Documents" section, there will be a VSBE Application with an approved "Status," a valid "Expiration Date" (i.e. date has not exceeded/certification not expired with a one-year certification) and green dot (Valid) listed, the vendor is certified within the VSBE Program.

The only time there should be 2 VSBE applications is during the recertification process.

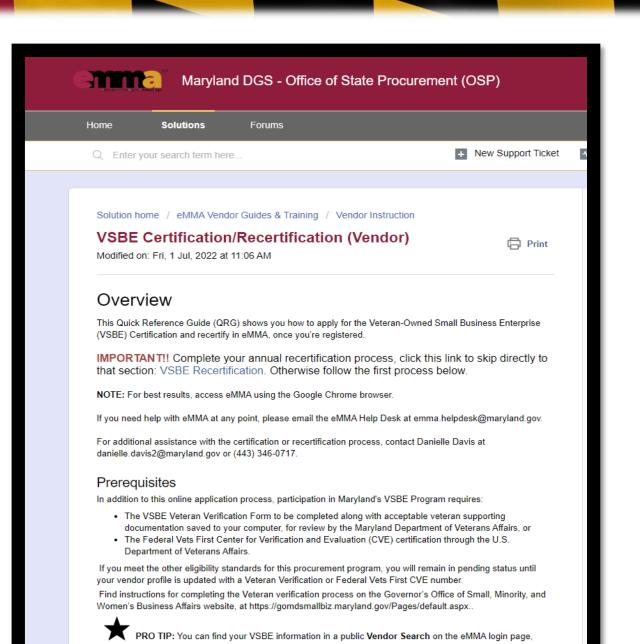
VSBE Vendor No Longer Active



	Code	Company Name	Legal Name	Parent Company	Web site	ERP Vendor ID	Mail Code	<u>Status</u>	SBR Certification #	SBR Expiration Date	VSBE Certification #	VSBE Expiration Date
ť.	SUP022993	Epic Consulting	Epic Consulting		http://www.epicconsultingfirm.com			Active	SB22-021686	4/15/2023		7/6/2022
) R	lesult(s)											

VSBE Vendor Recertification

- VSBE Certification must be renewed <u>annually</u>
- Requires vendor to submit a new VSBE Application in eMMA under "Documents"
- Can only do so within 30 days of current application expiration date
- Vendor gets an email from eMMA alerting them of the renewal time



If you have any questions, regarding a VSBE's Certification or Verification after today's training please contact the VSBE Compliance Manager.

VSBE Compliance Manager:

Danielle N. Davis

<u>Danielle.davis2@Maryland.gov</u> (443) 346-0717



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



Searching Databases to Find Small Businesses for Small Business Reserve (SBR) Designated Procurements and Verifying SBR Vendor Certification

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

COMAR 21.11.01.06

.06 Small Business Reserve Program.

- F. Ineligible Bids or Proposals. Under a small business reserve procurement, a business that is not a certified small business is ineligible for award of a contract.
- G. Before awarding a contract under a procurement designated as a small business reserve procurement, the procurement officer shall verify that the apparent awardee is certified by the Governor's Office of Small, Minority, and Women Business Affairs as a small business. A procurement contract award under a small business reserve procurement may not be made to a business that has not been certified.

BEST PRACTICES: Small Business Reserve (SBR) Executive Order 01.01.2021.01 Implementation Guidelines

PROCEDURES FOR SBR DESIGNATION FOR COMPETITIVE PROCUREMENTS & SECONDARY COMPETITION ON STATEWIDE & MASTER CONTRACTS

For Competitive Procurements or Statewide and Master Contracts with secondary competition, designation to the SBR Program is required, unless a waiver or exemption is determined appropriate. In making this determination, the agency must research and confirm if adequate competition exists. A Procurement Review Group (PRG) evaluation for an SBR Program procurement designation must be conducted using the available "PRG Evaluation - SBR Program Designation Worksheet".

If there are at least three (3) small businesses that are capable of performing the services or providing the required products, the procurement or secondary competition should be designated as an SBR Program procurement. (These three small businesses may not necessarily be certified in eMMA at the time of solicitation publication.)

SBR EO Implementation Guide v2 March 15, 2021

Page 2 | 5

https://procurement.maryland.gov/procurement-review-group-prg/

Searching Databases for Small Businesses

PROCEDURES FOR SBR DESIGNATED SOLICITATIONS

Prior to designating a procurement for the SBR Program, the agency must conduct thorough market research (using multiple sources* besides eMMA) to assure sufficient small businesses are available.

Searching Databases for Small Businesses

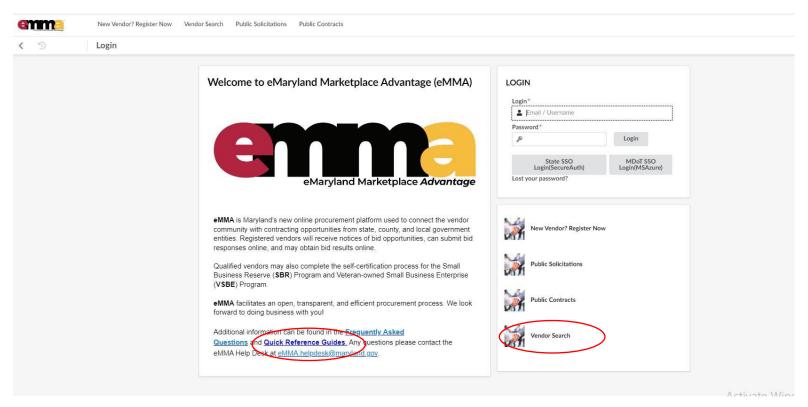
- eMaryland Marketplace Advantage (eMMA) search of SBR certified small businesses
- Veteran-Owned Small Business Enterprises (VSBE) list in eMaryland Marketplace Advantage (eMMA)
- Google

https://procurement.maryland.gov/wp-content/uploads/sites/12/2021/03/BP-SBR-EO-Implementation-Guide-v2.03.15.2021.pdf

Searching Databases for Small Businesses

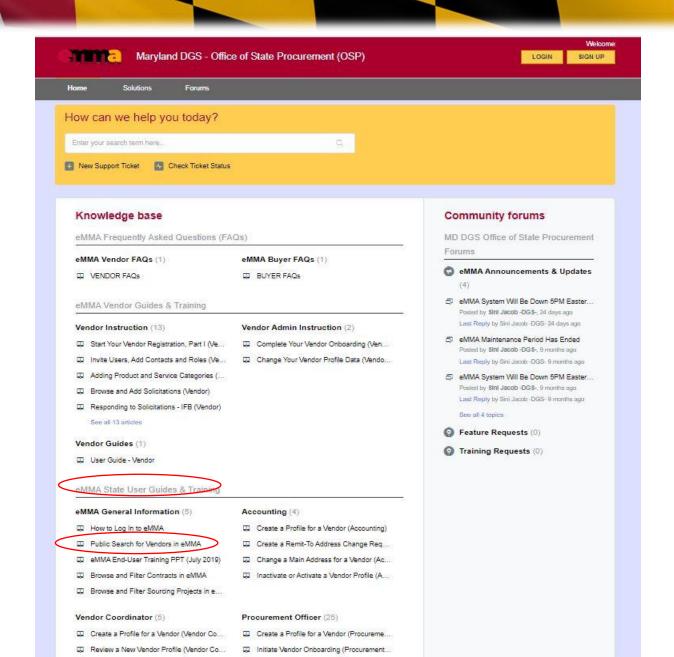
- State of Maryland Minority Business Enterprise (MBE) Program Directory
- SBA Dynamic Small Business Search portal
- Public Spend Forum/GovShop
- The Vets First Verification Program directory

Searching Databases for Small Businesses eMMA search for SBR certified small businesses

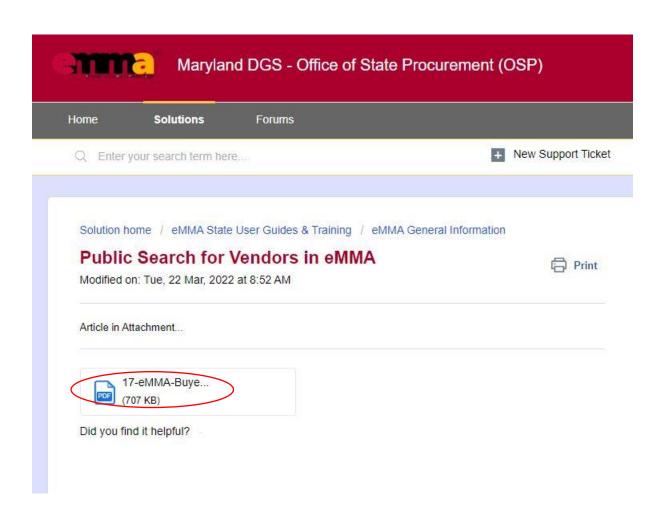


eMMA Public Search for SBR certified small businesses

- eMMA State User Guides
- Public Search for Vendors in eMMA



eMMA Public Search for SBR certified small businesses







Quick Reference Guide Public Vendor Search for Vendors

This Quick Reference Guide (QRG) is designed to help you understand how to use the Public Vendor Search. This functionality allows for a public search of vendors currently registered in eMMA. This search will also filter on VSBE and SBR vendors. You do not need to be logged into eMMA, or even have registered in eMMA to view the information on this page.

If you need help at any point, please email the eMMA helpdesk at emma.helpdesk@maryland.gov.

Instructional Video

<Place Holder for Instructional Video>

Step-by-Step Instructions

- 1. Access the eMMA portal. (For best results, access eMMA via Google Chrome.)
- 2. Click Vendor Search on the right side of the screen.

17 - eMMA Buyer QRG – Public Search for Vendors

Step-by-Step Instructions

- 1. Access the eMMA portal. (For best results, access eMMA via Google Chrome.)
- 2. Click Vendor Search on the right side of the screen.

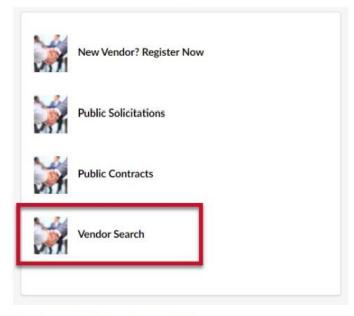


Figure 1: Vendor Search Button on eMMA.

The list of Public Vendors will be displayed.

Activat

17 - eMMA Buyer QRG – Public Search for Vendors

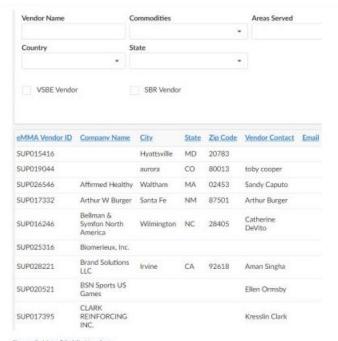


Figure 2: List of Public Vendors

You can search Veteran-owned Small Business Enterprise (VSBE) and Small Business Reserve (SBR) vendors specifically by checking the appropriate boxes.



Figure 3: Check boxes for VSBE and SBR Vendors

17 - eMMA Buyer QRG – Public Search for Vendors

 Fill out the search fields to filter on vendors based on your needs. You can filter your searches by selecting Vendor Name, Commodities, Areas Served, Country, and State.

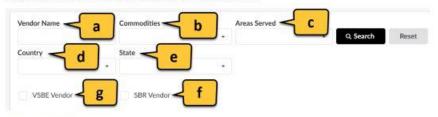
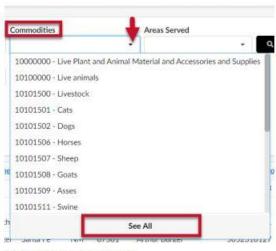


Figure 4: Search fields and filters.

- a. Vendor Name: Type in the name of the
- b. Commodities: Choose the commodity that you are looking for.
- c. Areas Served: Select the areas you are looking for.
- d. Country: Select the country.

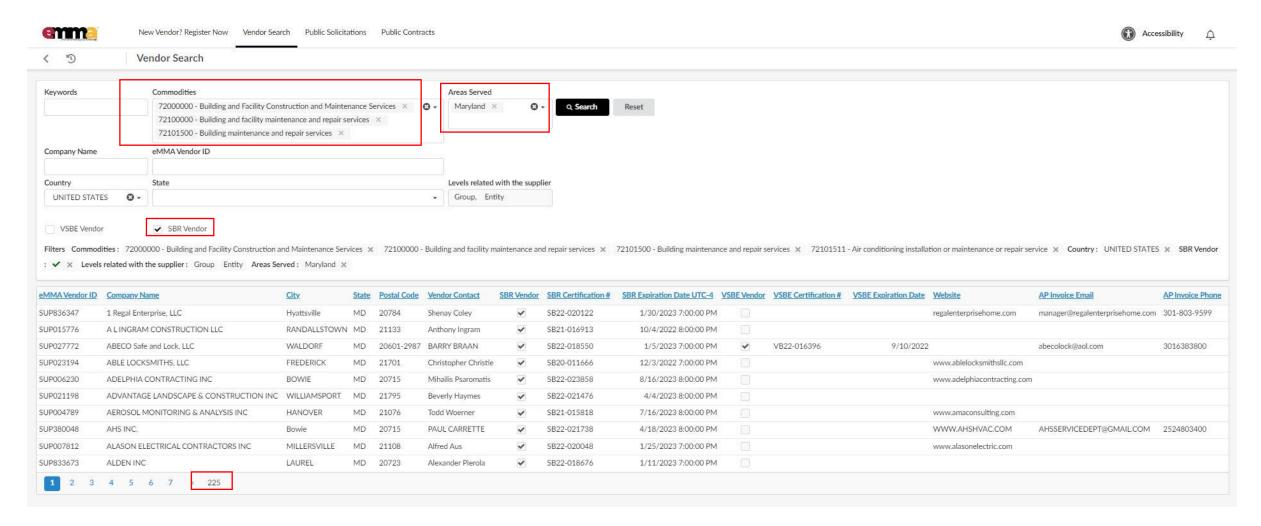
NOTE: You can only choose 1 country.

- e. State: Select the state that you are interested in.
- f. VSBE Vendor: Check this box if you are searching for a Veteran-owned Small Business Enterprise.
- g. SBR Vendor: Check this box if you are searching for Small Business Reserve Vendors.
- Under Commodities you can see the list of all commodities with their codes. You can also click See All at the bottom of the list to view the entire selection of commodities.

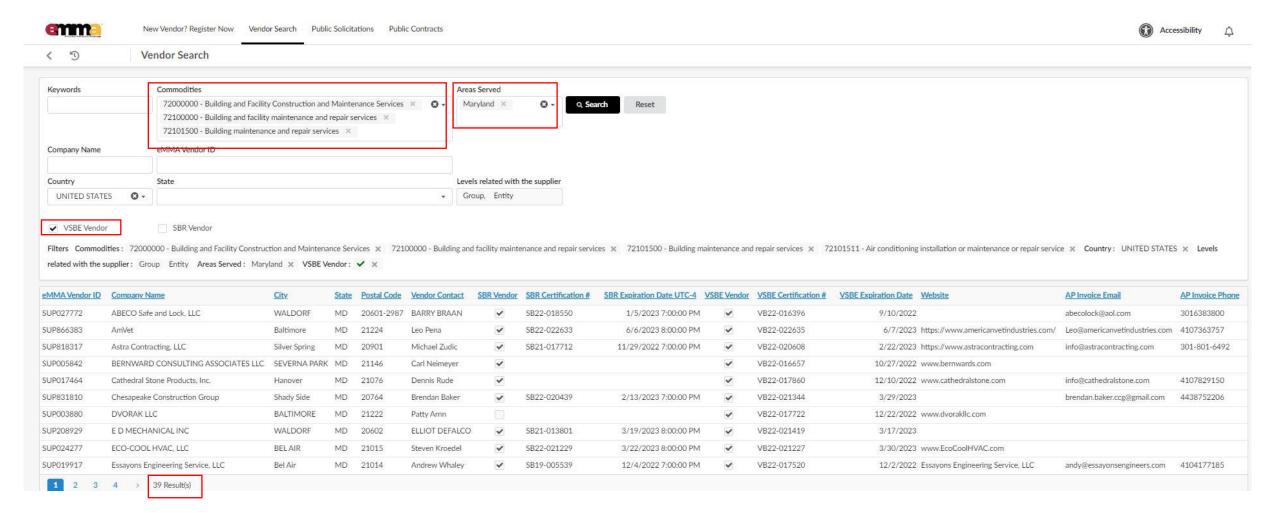


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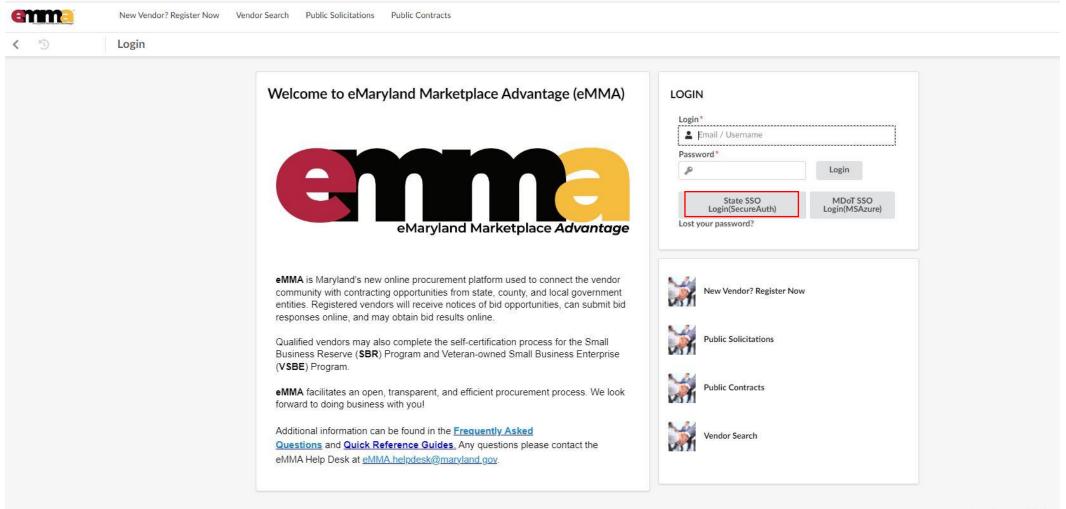
17 - eMMA Buyer QRG - Public Search for SBR Vendors



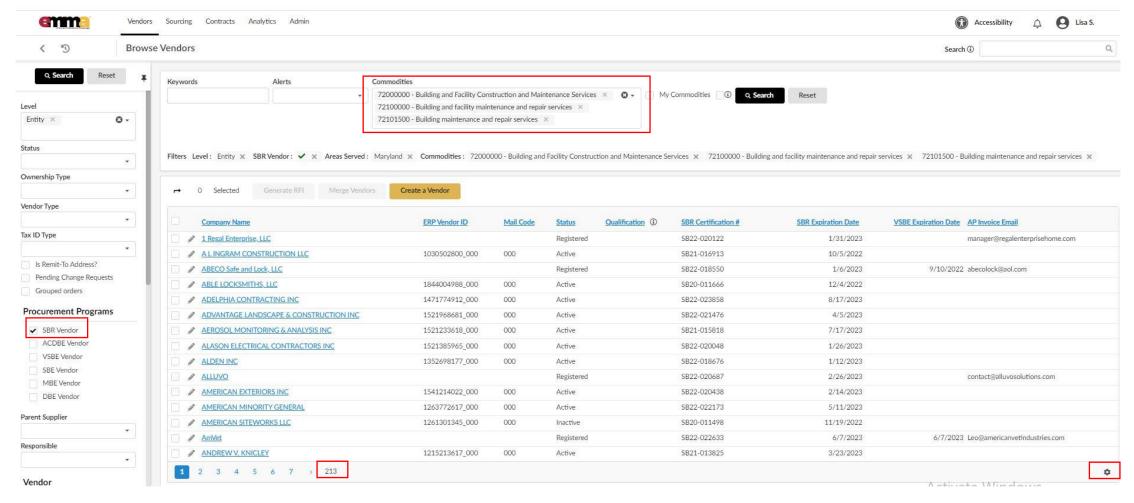
17 - eMMA Buyer QRG - Public Search for VSBE Vendors

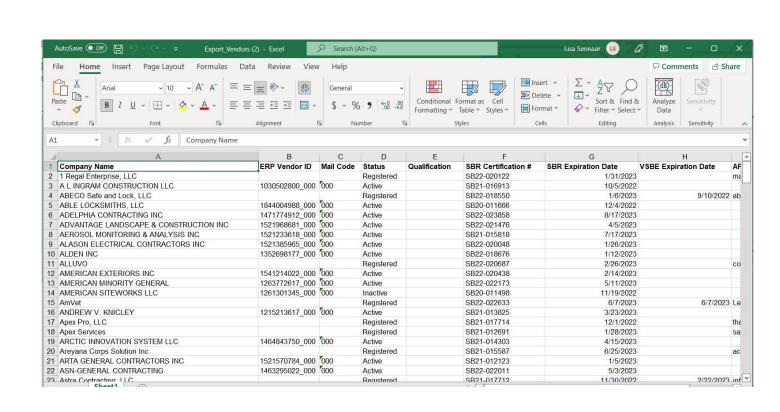


Internal Search for SBR & VSBE Vendors

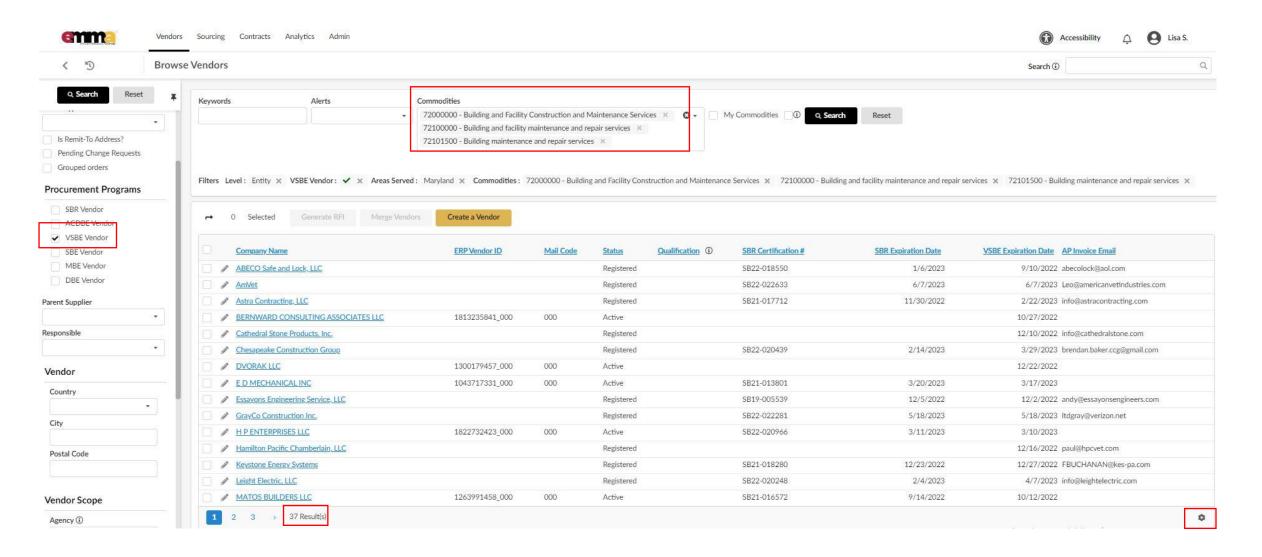


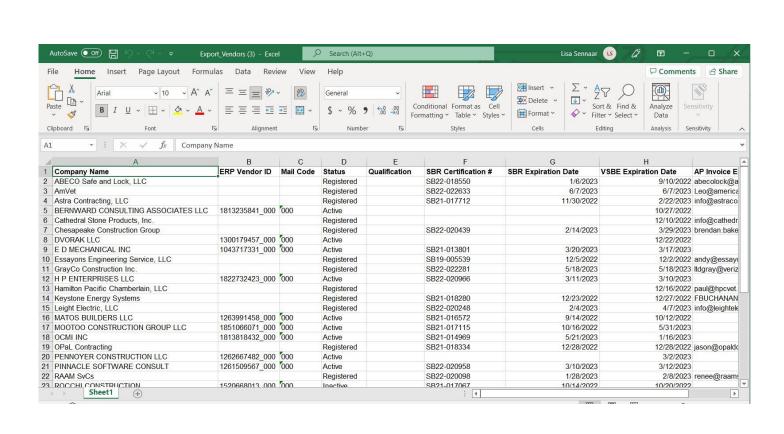
Internal Search for SBR Vendors





Internal Search for VSBE Vendors





Search Google for Nearby Small Businesses

- Upon locating any firms that appear to meet the scope of work, look through their website for examples of their work.
- If the vendor is not registered in eMMA, reach out to them and let them know about the opportunities available to them.

Search Google for Nearby Small Businesses

Include the below information:

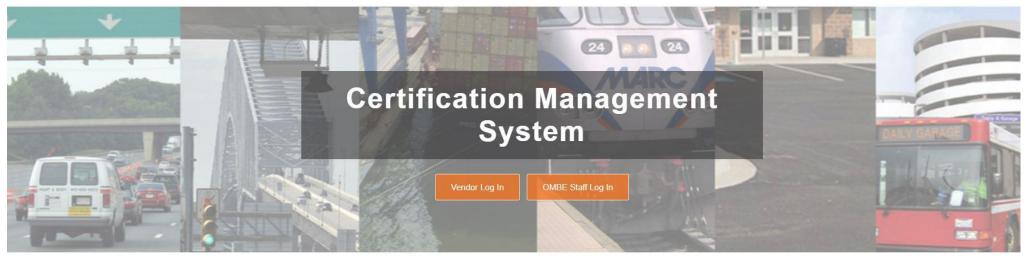
Maryland is Open for Business! Maryland's new eProcurement platform "eMMA" is live! Vendors seeking business with Maryland's public bodies can CLICK HERE to register for access to business opportunities and to access Quick Reference Guides and FAQs or go to https://emma.maryland.gov. For questions contact eMMA.helpdesk@maryland.gov.

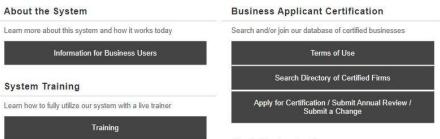


Office Of Minority Business Enterprise Maryland's Official Certification Agency

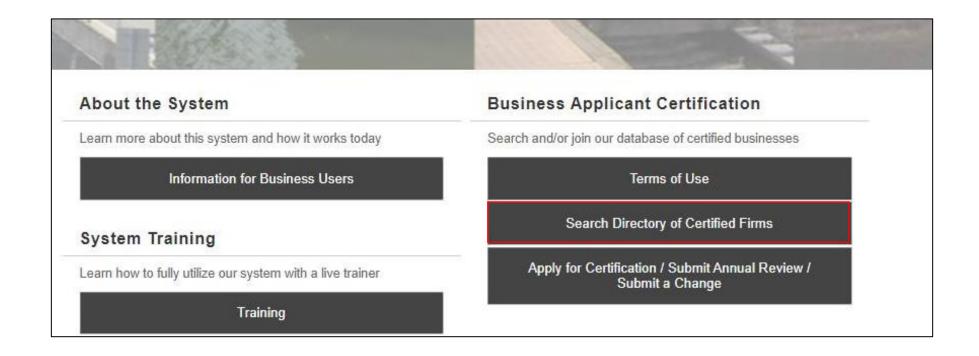
OUR MAIN SITE

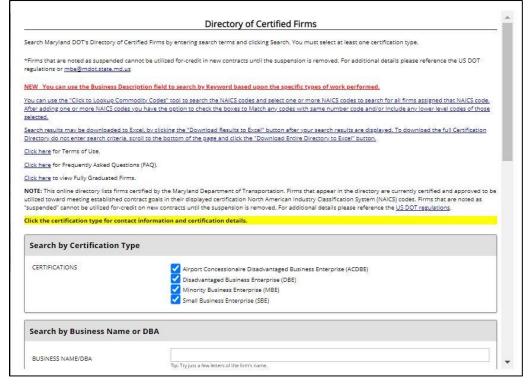
? CONTACT SUPPORT

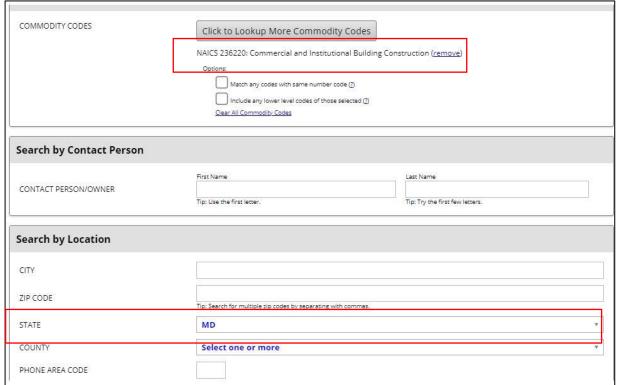


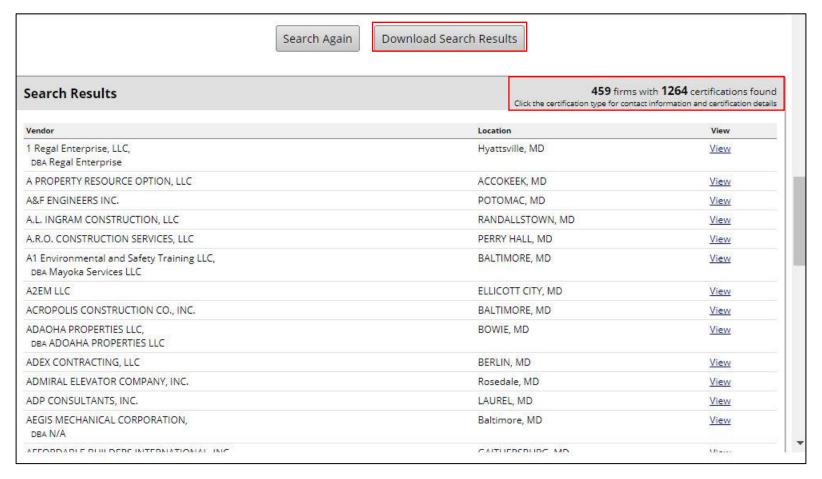


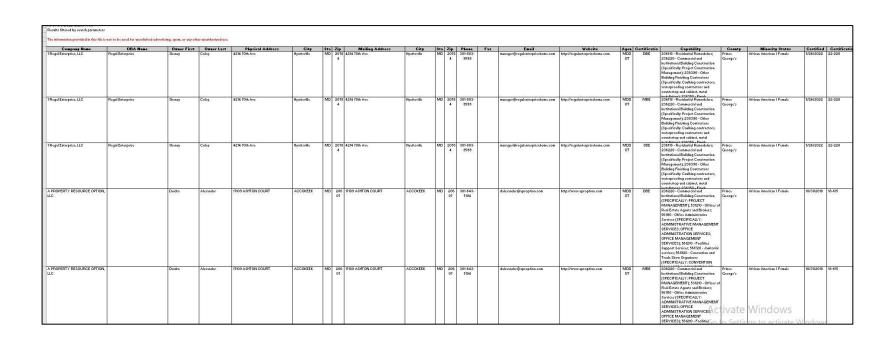
Activate Windows





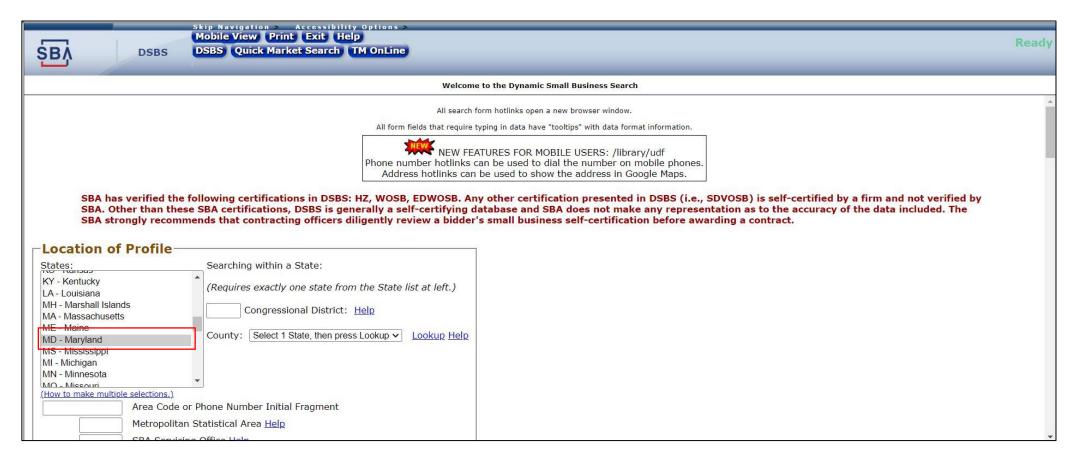






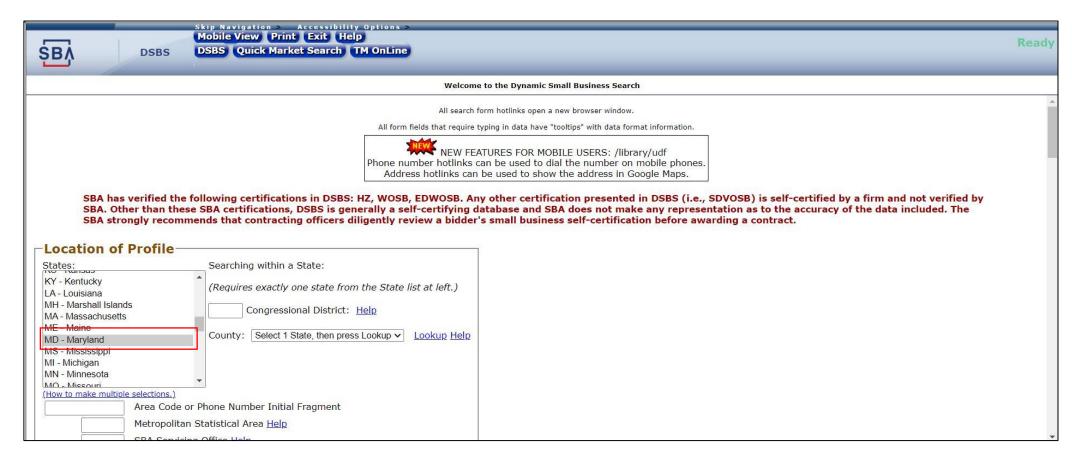
Company Name	DBA Name	Owner First	Owner Last	Physical Address	City	St
Regal Enterprise, LLC	Regal Enterprise	Shenay	Coley	4214 70th Ave	Hyattsville	М
Regal Enterprise, LLC	Regal Enterprise	Shenay	Coley	4214 70th Ave	Hyattsville	М

Search the SBA Dynamic Small Business Search portal for Small Businesses



https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Search the SBA Dynamic Small Business Search portal for Small Businesses

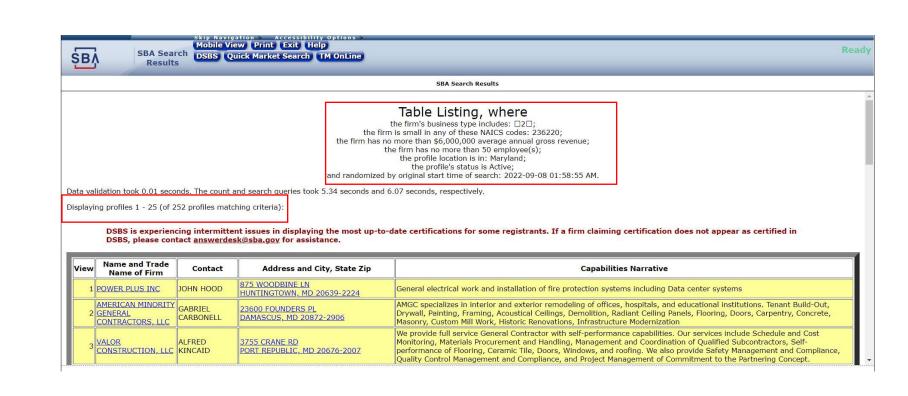


https://web.sba.gov/pro-net/search/dsp dsbs.cfm

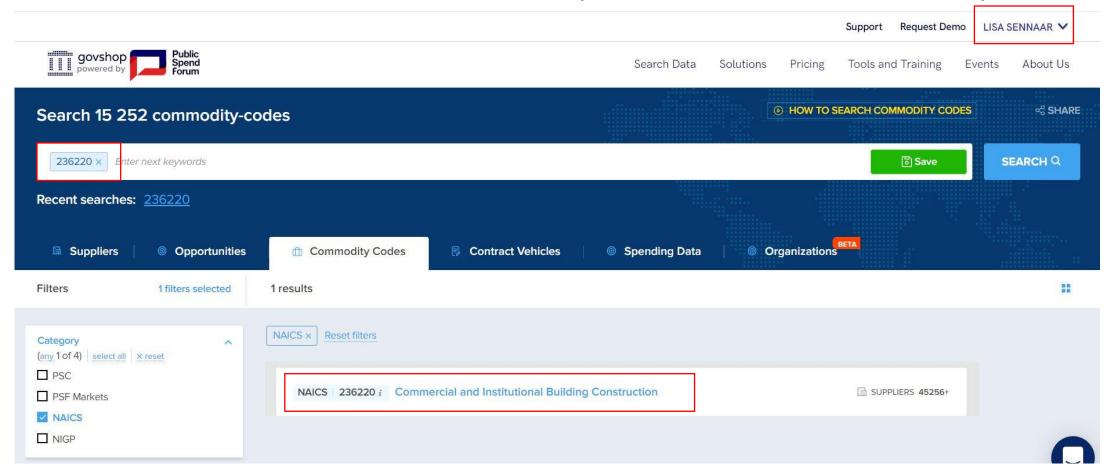
Search the SBA Dynamic Small Business Search portal for Small Businesses

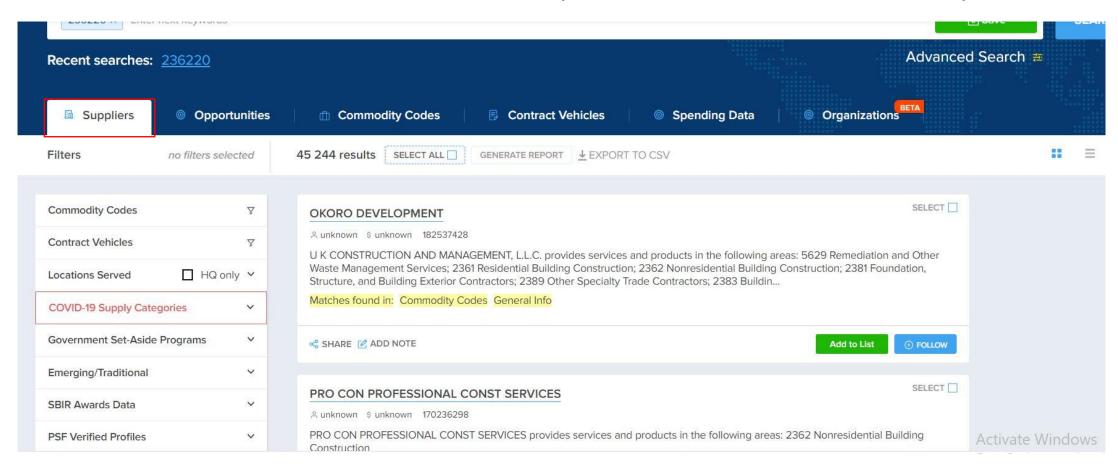
NAICS Codes:	● Any ○ All (slower) 236220	<u>Help</u>
y Green" NAICS Codes:	Any All (slower)	Help
Keywords:	● Any ○ All (slower)	Help

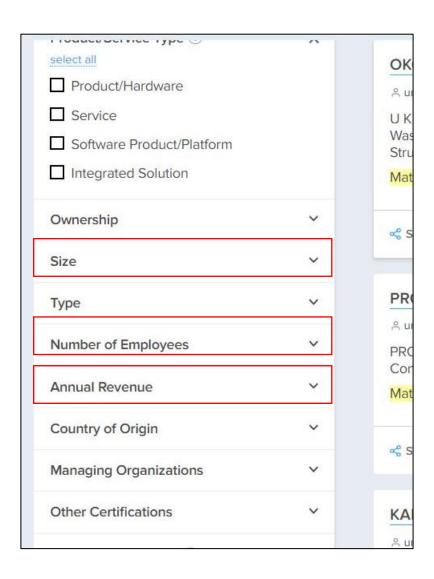
https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

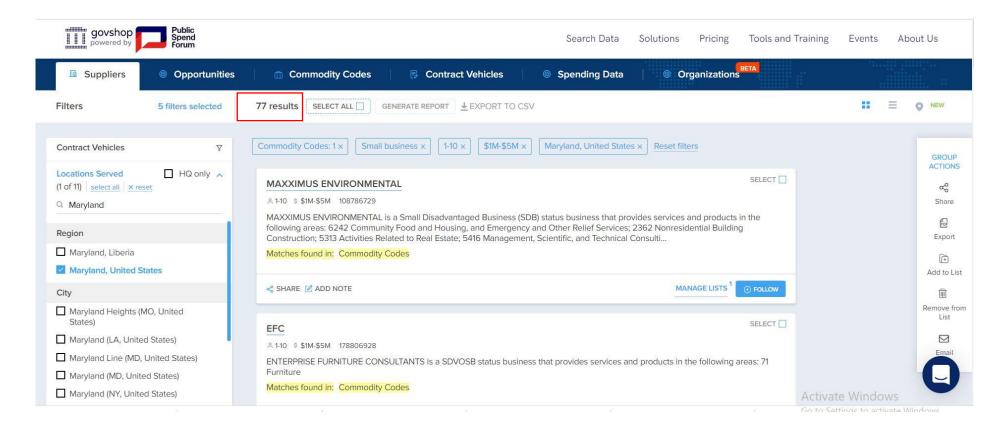


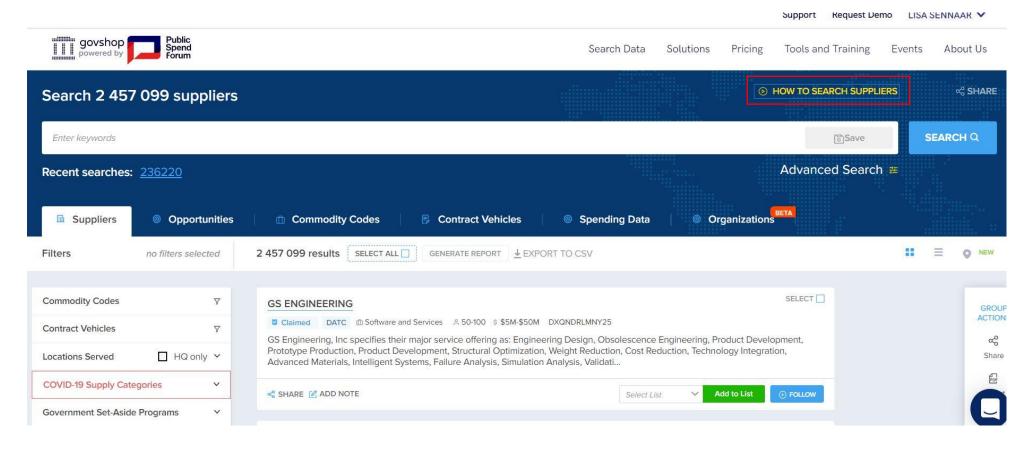
https://web.sba.gov/pro-net/search/dsp_dsbs.cfm











Search the Vets First Verification Program directory for Small Businesses

	* 1-8UU-2/3-8255 PRESS ①		/3-8255 PRESS ()
Vendor Information Pages ▼ Acquisition Officials ▼ Eve	nts - Services - Forecast of Opportunities Help -		
←			Basic Search
	Find Veteran Owned B	usinesses	
	Click here for Advanced Sea		
Business Name	DBA (Doing Business As)	SAM UEI	
DUNS Number	Search by VOSB or SDVOSB?	NAICS	
	All	~ 236220	
Keywords (Separated by Spaces)			
□ Strict			
State/Territory			Activate Windows

https://www.vetbiz.va.gov/basic-search/

Vets First Verification Program directory

17 Moreno, LLC

SAM UEI: KWPWLFMPFP51

Email: joseph1973moreno@sbcglobal.net | Web: | Phone: (951) 454-8546





Business Information

DUNS: 081182857 DBA: Last Verified: 11/1/20

Last Verified: 11/1/2021 Expiration Date: 11/1/2024 Year Established:

Business Type

Business Type: LLC CAGE: 8V8K4 NAICS Codes: 221118, 236220, 541330, 541512 FSC: PSC:

Capabilities

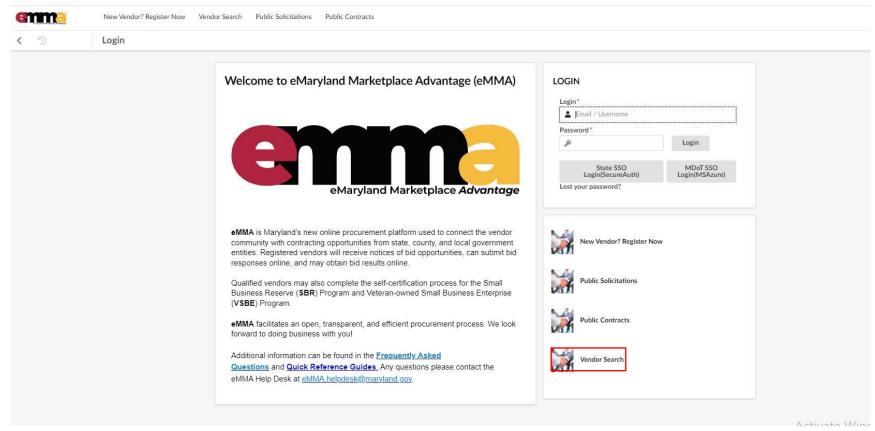
Number of Employees: 1 Number of Veteran Employees: 1 Number of Operating Locations: 1 Service Areas: Capabilities Keywords: Business Address 1: 3625 Sandoval Ave. Business Address 2: City: Pico Rivera State/Territory: California Phone: (951) 454-8546

Service Disabled Veteran Owned Small Business: No Woman Owned Small Business: No Minority Owned Small Business: No Joint Venture: No Mentor Protege: No Hub Zone: No 8(a): No Purchase Card: No

Capabilities Narrative:

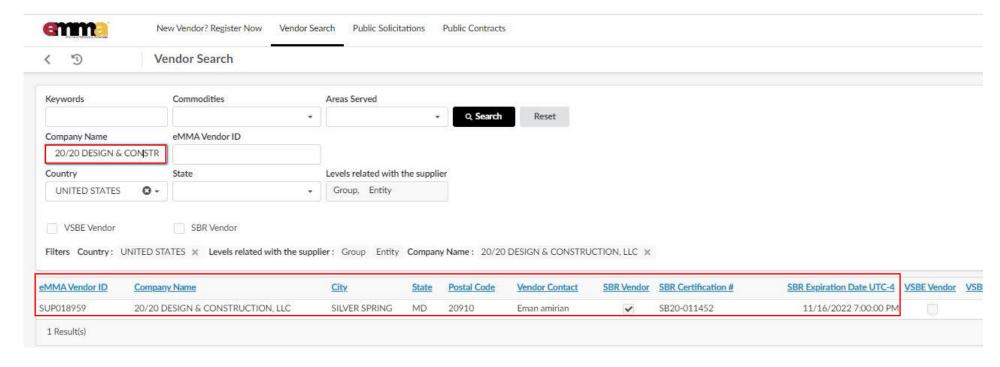
https://www.vetbiz.va.gov/basic-search/

Verifying SBR Vendor Certification Public Vendor Search



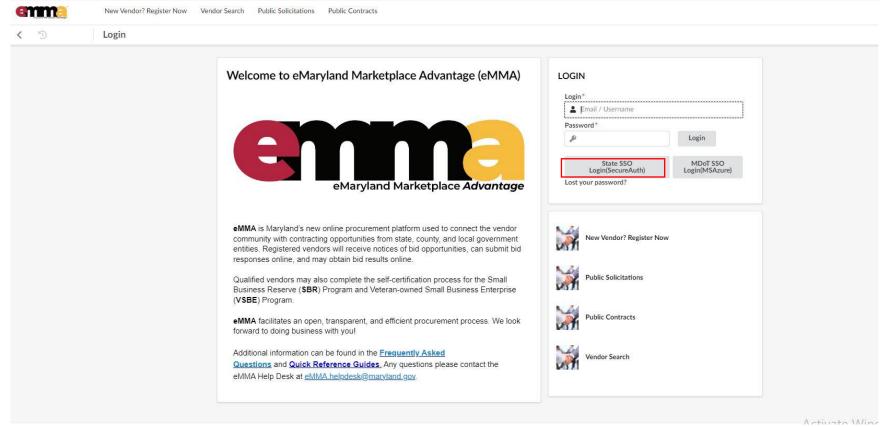
https://emma.maryland.gov/page.aspx/en/sup/supplier_public_browse

Verifying SBR Vendor Certification Public Vendor Search

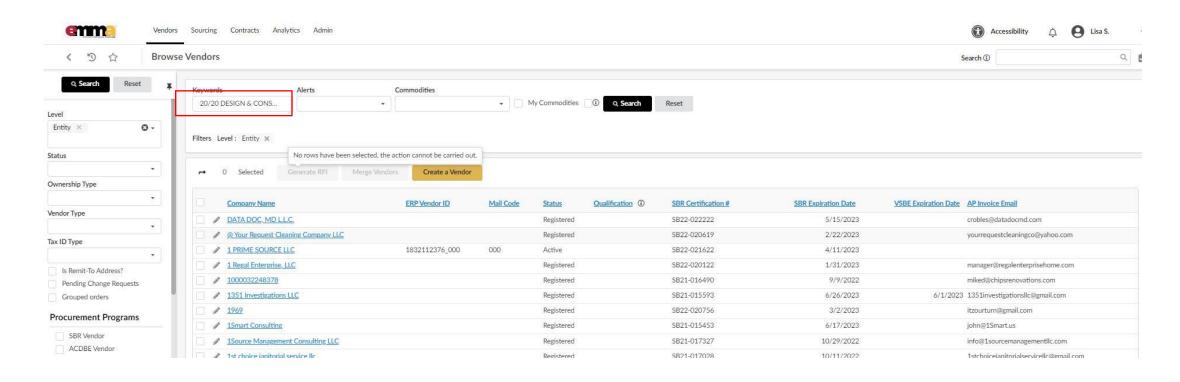


https://emma.maryland.gov/page.aspx/en/sup/supplier_public_browse

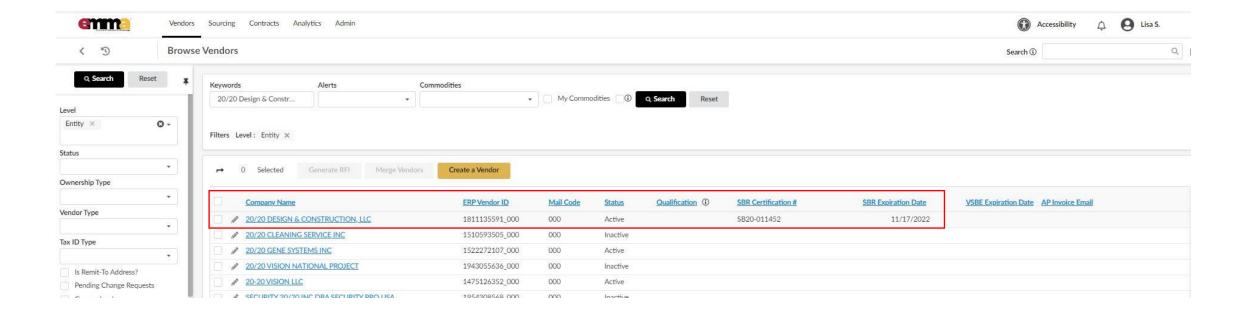
Verifying SBR Vendor Certification Logging Into eMMA



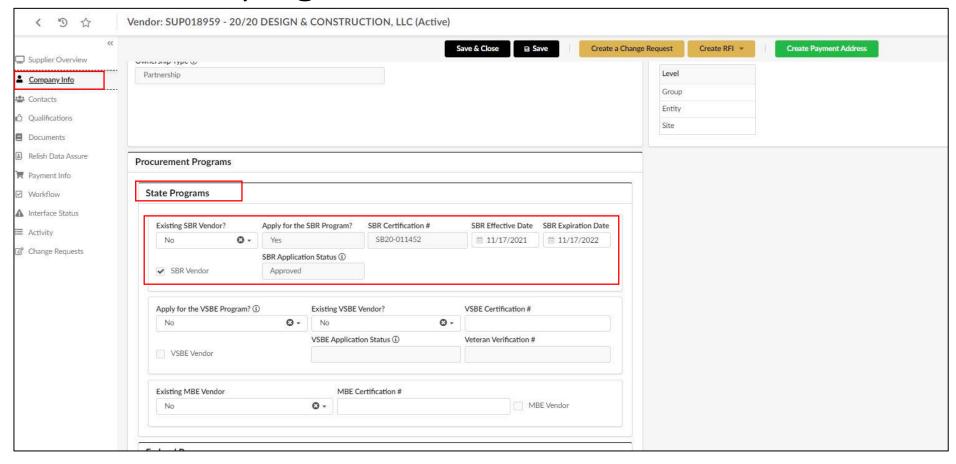
Verifying SBR Vendor Certification Logging Into eMMA



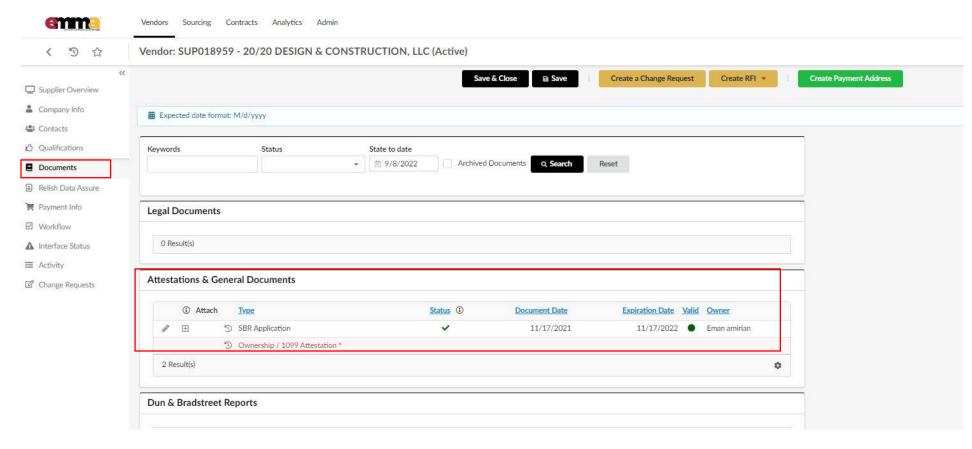
Verifying SBR Vendor Certification



Verifying SBR Vendor Certification



Verifying SBR Vendor Certification





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If you have any questions after today's training, please contact a SBR Compliance Manager.

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