

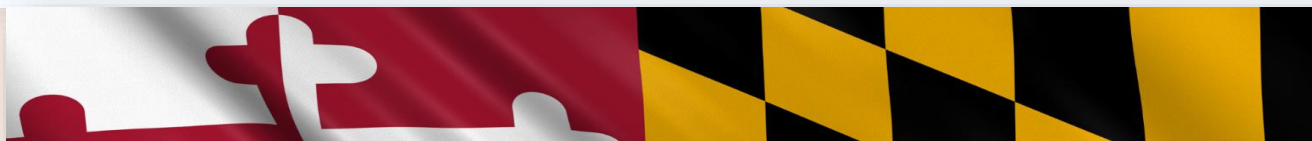
Good Morning!



Today's
Procurement Connections Virtual Workshop

Ready, Set, GROW!

will begin shortly.





Ready, Set, GROW!

VIRTUAL

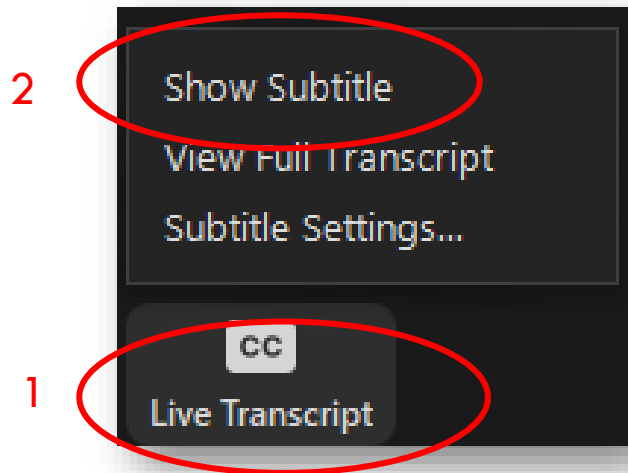
PROCUREMENT CONNECTIONS WORKSHOP

Welcome!

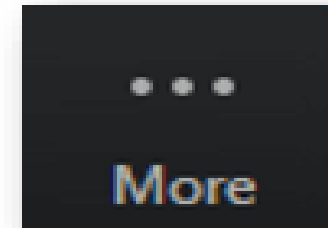
March 16, 2022

Live Transcription and/or Closed Captioning

- Go to bottom of the screen and select “Live Transcript” option
- Select “Show Subtitle”



- If you do not see “Live Transcript”, choose the “More” option (three dots) at the bottom of your screen
- Select “Show Subtitle”



Today's Coordinating Team

Pamela Gregory

Chief of Staff

Alison Tavik

Director of Communications & Outreach

Nichelle Johnson

MBE Compliance Manager

Tanita Johnson

SBR Compliance Manager

Eduardo D. Hayden

Small Business Outreach Manager

Things to Consider

- Reminder that today's webinar is being recorded
- All attendees are in "listen only" mode (automatically muted and cameras are off)
- ***All communication & questions must be typed and submitted through the Q&A window (find it at the bottom of your screen)***
- We will engage in an Exit Poll at the end of the presentations
- We will share final reminders, upcoming classes, resources & partners, and how to obtain today's slide deck presentation

AGENDA

- Opening Remarks by Special Secretary Jimmy Rhee
- Socioeconomic Procurement Programs Overview
- Mining Public Data
- Agency Presentations
- Panel Discussion
- Moderated Q&A Session – ***if you have a question for one of our presenters, list the presenter or agency name, then list your question***
- Closing Remarks



Maryland

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

Jimmy Rhee

Special Secretary



Maryland is OPEN for Business

The Hogan Administration is focused on growing the private sector, creating new jobs, and improving the statewide economy,

- **Maryland's economy is the 9th least hit by the pandemic**

(Source: WalletHub)

- Highly affected industries & workforce
- Resources for businesses

- **\$250+ million COVID emergency relief**

- Grants & Loans
- Manufacturing Programs
- Restaurants & Caterers Relief
- Lodging & Accommodations Relief
- Nonprofit Recovery Initiative



- **Maryland was ranked #2 in the socioeconomic diversity category among most diverse states** (Source: WalletHub)

- Ranked in the top 10 overall for 2021

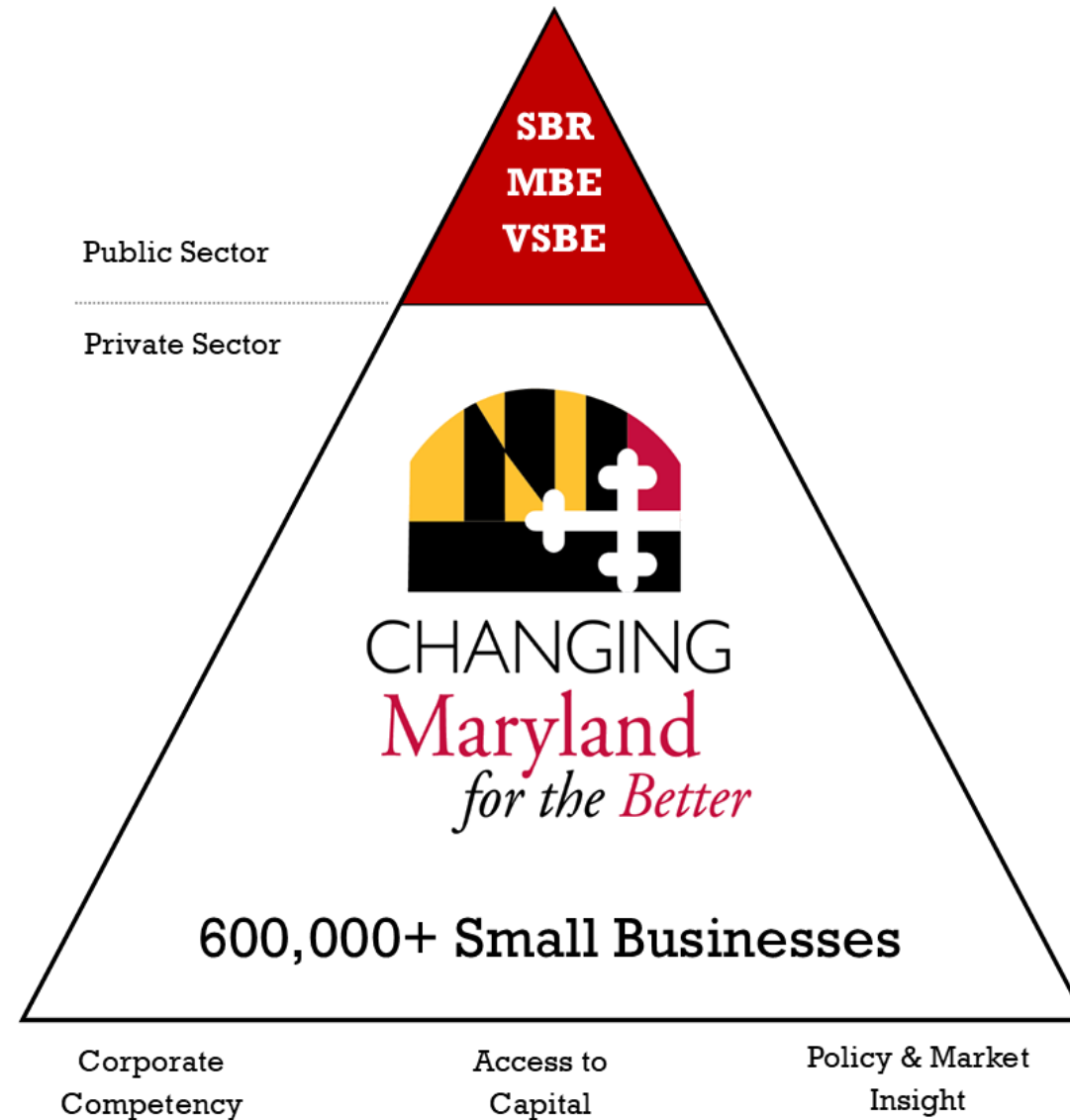


Governor's Office of Small, Minority & Women Business Affairs

- Policy oversight, administration, and reporting of Maryland's three socioeconomic procurement programs across 70 state agencies/departments
- Conduct outreach and training programs to help small, minority, women, and veteran entrepreneurs compete with confidence in the state's contracting arena
- Connect entrepreneurs to local, state, and national small business resources

<https://gomdsmallbiz.maryland.gov>

Maryland is **OPEN** for Business



State Contracting Arena



*State Finance &
Procurement Articles
(SF&P)*

*Code of Maryland
Regulations (COMAR)*

The act of obtaining or buying goods and services through a process that includes preparation, processing, selection, compliance, and approval of payments.



Overview

Socioeconomic Procurement Programs
Mining Public Data



Alison Tavik

Director of Communications & Outreach

State Procurement Programs

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
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

Certification



- Not a requirement for doing business with the State
- Does not eliminate competition
- Not a guarantee



- Important component of your Value Proposition
- Only the work of certified firms can be counted toward an established contract goal

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**

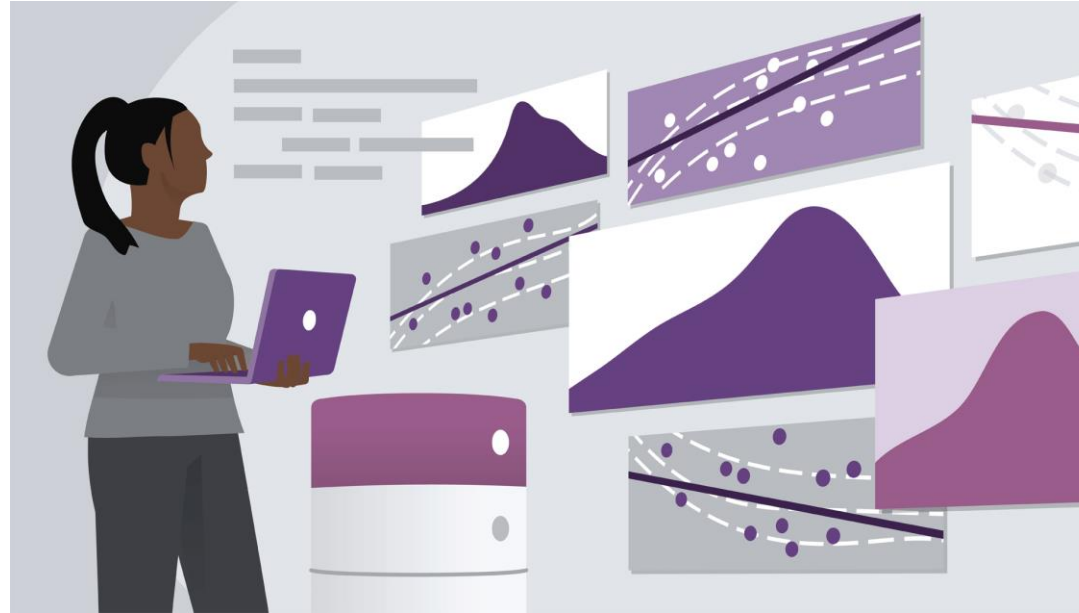


Procurement Forecast



Board of Public Works

What is Data Mining?



The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.

The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.

Data Mining



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers



Sub Contractors


- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies

eMaryland Marketplace Advantage

All solicitations over \$15,000 must be publically posted (advertised) on eMaryland Marketplace Advantage (eMMA).

<https://emma.maryland.gov/>

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.

LOGIN

Login*


Login must have a value

Password*


Login

State SSO Login(SecureAuth) MDOT SSO Login(MSAzure)


[Lost your password?](#)




New Vendor? Register Now



Public Solicitations



Public Contracts




Vendor Search

eMMA Vendor Registration

<https://emma.maryland.gov/>

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Login must have a value


Password*


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State SSO Login(SecureAuth) MDOT SSO Login(MSAzure)

[Lost your password?](#)

 New Vendor? Register Now


 Public Solicitations

 Public Contracts


 Vendor Search

Note: The data shown in the following samples represent past solicitations. If you replicate the steps as illustrated, you will not get the same results. Your search results will show real time data.

eMMA Search – Public Solicitations



[New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)

 Accessibility

[<](#) [🔍](#)

Public Solicitations


Keywords

Keyword: Water

Category

Status

Open



[Q Search](#)

[Reset](#)

[Advanced Search](#)

Filters

Status: [Open](#)

Keywords: [Water](#)

ID

Title

Status

Due / Close Date

Publish Date

Main Category

Solicitation Type

Issuing Agency

BPM023309

[RICHFIELD STATION HYDROPILLAR WATER STORAGE TANK](#)

Open

4/20/2021

3/18/2021

Water storage tanks

IFB: Invitation for Bid

Town of Chesapeake Beach

BPM023001

[Government Building Water Infiltration – Phase II – Window Sealing & Re-Glazing](#)

Open

3/31/2021

3/18/2021

Specialized trade construction and maintenance services

Public Notice

Charles County Government

BPM022809

[ITB 2021-011 - STORMWATER MAINTENANCE AND CONSTRUCTION](#)

Open

3/23/2021

3/17/2021

Heavy construction services

Public Notice

Calvert County Government - Administration

BPM022541

[ITB 21-23, Clifton Wastewater Treatment Plant Upgrades](#)

Open

3/24/2021

3/17/2021

Heavy construction services

Public Notice

Charles County Government

BPM023261

[Purchase of Trucks Equipment & Backhoe](#)

Open

4/12/2021

3/17/2021

Industrial trucks

Public Notice

City of Gaithersburg

BPM023241

[KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Maryland](#)

Open

3/31/2021

3/16/2021

Building and Facility Construction and Maintenance Services

IFB: Invitation for Bid

Department of General Services

BPM022816

[Runway Rubber Removal Services at BWI and MTN Airports](#)

Open

4/1/2021

3/16/2021

Facility maintenance and repair services

Public Notice

Maryland Aviation Administration

BPM023232

[South Street Water Main Replacement](#)

Open

4/12/2021

3/16/2021

Public Utilities and Public Sector Related Services

IFB: Invitation for Bid

Town of Hancock

BPM022943

[SM-000-210-003 Replace Water Fountains Facility Wide @ Historic St. Mary's City](#)

Open

3/26/2021

3/15/2021

Building and Facility Construction and Maintenance Services

IFB: Invitation for Bid

Department of General Services

BPM023196

[Underground Chilled Water and Heating Water Piping Replacement – Phase 1, Rockville Campus](#)

Open

4/9/2021

3/12/2021

Building maintenance and repair services

Public Notice

Montgomery College

1

2

3

>

29 Result(s)

KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Ma...

To respond to this solicitation click "Add to My Solicitation" and either login or register.

Add to My Solicitations

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date (EST)	Due / Close Date (EST)
KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Maryland	BPM023241	KF-731-210-003	1	1	Open	Mar 31 2021 3:00PM	Mar 31 2021 3:00PM

Solicitation Type

IFB: Invitation for Bid

Main Category

Building and Facility Construction and Maintenance Services

en

Issuing Agency

Department of General Services

en

Procurement Officer / Buyer

Koon POMPEY

Email

Koon.Pompey@maryland.gov

Solicitation Summary

Repair Multiple Underground Water Leaks in Jessup, Maryland

Additional Instructions

All Minority Business Enterprises are encourage to respond to this Solicitation. THIS IS FOR SBR VENDORS ONLY-SMALL BUSINESS RESERVED.

Pre-Bid Conference Date

3/23/2021 10:00:00 AM

Pre-Bid Conference Details

Pre-Bid Conference is scheduled for March 23, 2021 at 10:00 A.M on site @ Maryland Correctional Institution- Jessup 7803 House of Corrections Road Jessup, Maryland 20794 (Meet Outside Entrance Gate)







Small Business Reserve Designation

Yes

Procurement Program Participation Goals

Solicitation Links

Attachments

Title	Type	
General Conditions for Construction	Specification Document (Approved)	 NEW General Conditions for Construction.pdf
SBR	Specification Document (Approved)	 SBR Contract Affidavit - 080718.pdf
Bid Proposal	Specification Document (Approved)	 Bid Proposal Affidavit.eMM.pdf
Drawings	Specification Document (Approved)	 Underground Leak Location Drawing.pdf
Notice to Bidders	Specification Document (Approved)	 Notice to Bidders Solicitation Fact sheet.pdf
Specs	Specification Document (Approved)	 Scope of Work.pdf
6 Result(s)		

eMMA Search – Public Solicitations

Advanced Search

The screenshot shows the eMMA Public Solicitations Advanced Search interface. At the top, the eMMA logo is on the left, and navigation links for 'New Vendor? Register Now', 'Vendor Search', 'Public Solicitations' (which is underlined), and 'Public Contracts' are on the right. Below the navigation bar, a breadcrumb trail shows '<' and a clock icon followed by 'Public Solicitations'. The main search area contains a 'Keywords' text input, a 'Category' dropdown, and a 'Status' dropdown currently set to 'Open'. To the right of these are 'Q Search' and 'Reset' buttons. A red arrow points down to the 'Status' dropdown. Below the main search area, an 'Advanced Search' section is indicated by a red arrow pointing to a small 'v' icon. This section includes several filters: 'Type' and 'Authority' dropdowns, 'Award Status' dropdown, 'Agency' dropdown, and 'Sub Agency' dropdown. To the right of these are checkboxes for 'SBR Designation', 'SBE Goal', 'MBE Goal' (which is checked with an 'X'), 'MBE Sub-Goal', 'VSBE Goal', and 'DBE Goal'. A red arrow points to the 'MBE Goal' checkbox. At the bottom of the filters is a 'Site' dropdown.

emma

New Vendor? Register Now Vendor Search Public Solicitations Public Contracts

< ⌚ Public Solicitations

Keywords

Category Status
 Open **Q Search** Reset

Advanced Search

Type Authority
 ☐ SBR Designation ☐ SBE Goal

Award Status Agency
 ☒ MBE Goal ☐ MBE Sub-Goal

Sub Agency
 ☐ VSBE Goal ☐ DBE Goal

Site



Public Solicitations

Keywords

Category

Status

Open



Search

Reset

> Advanced Search

Filters MBE Goal: ☒ Status: Open

ID	Title	Status	Due / Close Date	Publish Date	Main Category	Solicitation Type	Issuing Agency
BPM022918	RFP - Construction Management Services - Razing & Replacement of the Department of Legislative Services Building	Open	4/9/2021	3/19/2021	Building construction management	Public Notice	Capital Projects
BPM022913	Asian American Communities in Maryland - Historic Context Study	Open	3/30/2021	3/19/2021	Management and Business Professionals and Administrative Services	Request for Quote	Department of Planning
BPM023319	ITB 21-26 - Septic Hauling Services	Open	5/4/2021	3/19/2021	Water and wastewater treatment supply and disposal	Public Notice	Charles County Government
BPM023190	IFB-21046 VPU (HVAC) & Fire Alarm Upgrades at Yorkwood Elementary School #219	Open	4/15/2021	3/19/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM023001	Government Building Water Infiltration - Phase II - Window Sealing & Re-Glazing	Open	3/31/2021	3/18/2021	Specialized trade construction and maintenance services	Public Notice	Charles County Government
BPM023205	IFB-21048 HVAC Replacement & Fire Alarm Upgrades at North Bend Pre-K to 8 School #081	Open	4/16/2021	3/18/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM023133	IFB-21042 VPU (HVAC) Replacement at Collington Square Pre-K to 8 School #097	Open	4/15/2021	3/18/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM022234	Transportation Planning Consultant Services	Open	4/19/2021	3/18/2021	Management advisory services	RFP: Double Envelope Proposal	The Secretary's Office
BPM023283	Environmental Consulting Services	Open	4/16/2021	3/18/2021	Environmental protection	RFP: Double Envelope Proposal	Department of the Environment
BPM023284	MB-21-21 RESOURCES FOR STUDENTS WITH COGNITIVE DISABILITIES	Open	4/15/2021	3/17/2021	Education and Training Services	Public Notice	Baltimore County Public Schools



2 3 4 5 6 7 > 90 Result(s)

<https://emma.maryland.gov/>

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LOGIN

Login*

 Email / Username

Login must have a value

Password*



Login

State SSO
Login(SecureAuth)

MDoT SSO
Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



Public Contracts

Keywords

Commodities

Status

Window

Q Search

Reset

Keyword: Window

> Advanced Search

Filters Keywords: X Window

<u>Contract Title</u>	<u>Vendor</u>	<u>Contract Type</u>	<u>Effective Date</u>	<u>Expiration Date</u>	<u>Publish Date</u>	<u>Public Solicitation ID</u>
Microsoft Windowa Enterprise	SHI	Individual	6/1/2020	10/31/2021	3/4/2021	
B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center	East Coast Building Services, Inc.	Individual	5/26/2020	5/26/2021	9/25/2020	BPM017768
Safety and Security Window Film for MPT	AP Corp	Individual	12/16/2019	4/17/2020	12/11/2019	BPM016049

3 Result(s)



Public Contract: CTR002253 - B-300-201-001 Resealing / Repair of Windows & Maso...

Contract Title B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center	Effective Date 5/25/2020	Contract ID CTR002253	Alternate ID 001IT821113
Vendor East Coast Building Services, Inc.	Expiration Date 5/25/2021		
Contract Type Individual			
Contract Amount 189,600.00	USD		
Procurement Officer / Buyer Daryl MOORE		Email daryl.moore@maryland.gov	
Linked Solicitation BPM017768: B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center			
Statewide Contract No			
Federal Funding No			
Green Contract			
VSBE Goal Yes			

Contract Scope

Organizations
Department of General Services

Commodities
Building and Construction Machinery and Accessories



Don't be Shy

Sample Starter Email

Hello [Enter Name Here],

While exploring Public Contracts in eMMA, I learned that you have purchased [XYZ products or services] in the past.

I would like to be on your contact list for any purchases below the \$15,000 threshold that would not be published on eMMA.

Are you the right point of contact at [Department Name Here]?



Don't be Shy

Sample Starter Email

Hello [Enter Name Here],

While exploring Public Contracts in eMMA, I learned that you were the procurement officer for [insert contract information here] in 2019.

This contact is set to expire in [enter date here]. Do you expect it will be re-opened for competition at that time?

This type of work is an excellent fit for my company. Please add me to your contact list for any similar opportunities that may open in the future.



Don't be Shy

Sample Starter Email

Hello,

While exploring eMaryland Marketplace Advantage, I learned that you have previously won Maryland state contracts.

I would like to connect with [Name of Company Here] and explore opportunities to work as a subcontractor.

My capability statement is attached. Can we set up a time to talk in the next two weeks?

The Maryland state flag is partially visible on the right side of the slide, featuring its characteristic black and gold checkered pattern and red and white cantons with a white cross.

AGENCY PRESENTATIONS



Ready, Set, GROW!

VIRTUAL

MARYLAND DEPARTMENT OF STATE POLICE

DIRK GRIFFIN

DIRK.GRIFFIN@MARYLAND.GOV
[HTTPS://MDSP.MARYLAND.GOV/](https://mdsp.maryland.gov/)

March 16, 2022

Small Procurements & Credit Card Purchases

Category I (\$0 - \$5,000)

- Printing
- Plumbing
- Painting
- Electrical Work
- Auto Parts
- **Register on eMaryland Marketplace Advantage**

Category II (\$5,001 - \$15,000)

- HVAC
- Police Supplies
- Porta-Pots
- Diving Equipment
- Flooring
- Construction

Category III (\$15,001 - \$50,000)

- Laboratory Supplies
- Flares
- Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds keeping

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM028049	Rene Alonso rene.alonso@maryland.gov	Custodial Service - Centreville	Y	3/18/2022
BPM028012	Rene Alonso rene.alonso@maryland.gov	Custodial Service - Centreville	Y	3/16/2022
	Rene Alonso rene.alonso@maryland.gov	Custodial Service - Centreville	Y	3/31/2022

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year Qtr
Rene Alonso rene.alonso@maryland.gov	Vehicle Transmission Repair	\$300,000	4th FY22
Bonita Rose bonitam.rose@maryland.gov	Uniform Rental	\$250,000	4th FY22
Chris Connell christopher.connell@maryland.gov	Staffing Contract	\$5,000,000	4th FY22

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison

Dirk Griffin

410-379-9073

dirk.griffin@Maryland.gov

Small Business Reserve (SBR) Liaison

Dirk Griffin

410-379-9073

dirk.griffin@Maryland.gov





Ready, Set, GROW!

VIRTUAL

MARYLAND AVIATION ADMINISTRATION

LINDA D. DANGERFIELD, NIGP-CPP, CPPB
DIRECTOR
OFFICE OF PROCUREMENT & MATERIALS MANAGEMENT
LDANGERFIELD@BWIAIRPORT.COM

March 16, 2022

Small Procurements & Credit Card Purchases

Category I (\$0 - \$5,000)

- Floor Tile, Shop and Mechanics Equipment, Window Hardware, Hydraulic/Water Valves, Street Sweeper Brooms, Automotive Parts, Safety Stands, Paper Cups, Wind-Socks, Traffic Paint, Ready Mix Concrete, Absorbent Pads and Steel Drums.
- Wiring/ Electrical Repair Services, Kitchen Equipment Repair.

Procurement Method – Credit Card
– One quote needed.

Category II (\$5,001 - \$15,000)

- Floor Maintenance, Door Installation, Painting, Carpentry, Transcription Services, Commercial Refrigerators/ Freezers, Toilet Seat Covers, Silk Screening Shirts/ Jackets
- Locks, Key Blanks, Replacement Glass, Crack Sealant, Computer Software

Procurement Method – Direct solicit
two/three vendors for lowest priced
quote. Oral or written

Category III (\$15,001 - \$50,000)

- Asphalt Equipment and Accessories, ARFF Foam, Portable Partitions, Steel Doors/Frames, Computer Servers, Mini/Mainframe Computers, Hardware for Microcomputers Communications/ Networking.
- Map Printing, Telecommunications, Restoration/ Cleanup Services.

Procurement Method – advertise on
eMaryland Marketplace Advantage
eMMA and utilize Department of
Information Technology Master
Contracts

Contact the Manager of Small Procurements and Materials Management –
Amanda Shillow – 410-859-7001 or ashillow2@bwiairport.com

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BWI-22020-C	Andrew Antlitz	BWI Thurgood Marshall workstation uniforms	SBR	April 29, 2022
BWI-22019-S	Thomas Thomas	Tires and Installation for Special Purpose Vehicles at Martin State	SBR	March 31, 2022
BWI-22016-C	Larry Spirko	BWI Thurgood Marshall Customer Service Training Video	SBR	April 27, 2022
BPM028202	Jatavia Shittu	MAA-CO-22-009 AOA Fence Upgrades at Martin State Airport	MBE Goals	April 5, 2022

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
Will advertise March 14, 2022	Gayle Mealy	MAA-SV-23-005 Comprehensive Advertising & Marketing Services at BWI Thurgood Marshall and Martin State Airports	No	April 28, 2022
Will advertise March 28, 2022	Gayle Mealy	MAA-SV-23-008 Multicultural Marketing, Advertising & Media Services at BWI Thurgood Marshall and Martin State Airports	No	May 2022
Will advertise in late March 2022	Gayle Mealy	MAA-SV-23-001 Designated Aviation Channeling (DAC) Background Checks for Airport Employee Badging at BWI Thurgood Marshall Airport	No	May 2022

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year Qtr 2022
Jatavia Shittu	MAA-MC-23-009 Winter Holiday Decorative Services at BWI Thurgood Marshall Airport	NTE 1,000,000.00	Q2
Monica Queen	MAA-MC-23-012 Roof Repair and Maintenance at BWI Thurgood Marshall and Martin State Airports	\$900,000	Q3
Jatavia Shittu	MAA-MC-23-014 Security Guard Services at BWI Thurgood Marshall Airport	\$38,000,000	Q4
Jatavia Shittu	MAA-MC-24-002 Security Guard Services at Martin State Airport	\$1,000,000	Q1 (2023)

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year Qtrr 2023
Monica Queen	MAA-CO-23-003 North Area Fuel Farm At BWI Thurgood Marshall Airport	\$9,190,524.00	Q1
Kareen Davis	MAA-CO-22-008 BGE Feeder and Substation Up-Grades-Phase 2 at BWI Thurgood Marshall Airport	\$2,245,968.27	Q1
Kareen Davis	MAA-CO-22-004 Interior/Exterior Modifications at BWI Thurgood Marshall Airport	\$30,000,000	Q2
Kareen Davis	MAA-CO-22-005 Comprehensive Paving Improvements at BWI Thurgood Marshall Airport	\$30,000,000	Q2
Kareen Davis	MAA-CO-22-006 Residential Sound Insulation Program at BWI Thurgood Marshall Airport	TBD	Q2

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year Qtr 2023
Kareen Davis	MAA-MC-23-001 Taxiway F Phase 2 At BWI Thurgood Marshall Airport	TBD	Q2
Kareen Davis	MAA-CO-23-002 Taxiway N and N1 Reconstruction At BWI Thurgood Marshall Airport	TBD	Q2
Kareen Davis	MAA-CO-22-006 Residential Sound Insulation Program at BWI Thurgood Marshall Airport	TBD	Q2
Jatavia Shittu	MAA-MC-24-004 Glass Cleaning Services at BWI Thurgood Marshall Airport	\$2,800,000	Q1

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison

Small Business Reserve (SBR) Liaison

Angela Martin

Director Office of Fair Practices

410-859-70097

amartin3@bwiairport.com

Procurement Contact

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Director

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ldangerfield@bwiairport.com





Ready, Set, GROW!

VIRTUAL

MARYLAND STADIUM AUTHORITY

ALTHA WEAVER

MBE & SBR LIAISON
AWEAVER@MDSTAD.COM

LISA JOHNSON

COMPLIANCE MANAGER
LJOHNSON@MDSTAD.COM

TWITTER: [@MDSTADIUMAUTH](https://twitter.com/MDSTADIUMAUTH)

LINKEDIN: [MARYLAND STADIUM AUTHORITY](https://www.linkedin.com/company/maryland-stadium-authority)

March 16, 2022

Small Procurements & Credit Card Purchases

Maryland Stadium Authority (MSA)

MSA Procurement Policies and Procedures can be located on our website.

MSA Website:

<https://www.mdstad.com/doing-business/contract-opportunities>

MSA Contractor Sign Up

<https://www.mdstad.com/doing-business/contractor-sign-up>

eMaryland Marketplace Advantage (eMMA)

<https://procurement.maryland.gov/>

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Dates | Procurement Officer

Camden Yards Sports Complex

- IFB – Timekeeping Software (MSA) / *Late Spring/Early Summer* | **John Samoryk**
- IFB – Maintenance and Hosting of Website (MSA) (SBR) / *Late Spring/Early Summer* | **John Samoryk**
- IFB – Lawn Care, Landscaping and Snow Removal Services (CYSC) (SBR) | *Early Spring* | **John Samoryk**

Capital Project Develop Group

- RFP – On Call Code Compliance Services Consulting (Hagerstown) | *RFP Issued: 3/10, Proposal due: 4/1* | **Yai Waite**
- RFP – Commissioning Services (Hagerstown) / *Late Spring/Early Summer* | **Yai Waite**
- RFP – Testing & Inspection Services (Hagerstown) / *Late Spring/Early Summer* | **Yai Waite**
- RFP – Testing & Inspection (Dept. of Legislative Services Bldg.) | *RFP Issued: 2/24, Proposal due: 3/25* | **Yai Waite**

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Dates | Procurement Officer

PROJECT C.O.R.E.

- RFP – Demolition & Abatement Services) | *RFP Issued: 3/10, Proposal due: 3/21* | **Yai Waite**

21st Century Schools

Trade Packages to be Bid by CM | *TBD* | **Yai Waite**

- Cross Country E/M School, Daniel Ormston, dormston@tcco.com

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Project Site | Procurement Dates | Procurement Officer

RFP – Construction Manager (CM) Services for Laurel Park |

TBD | **Yai Waite**

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison Small Business Reserve (SBR) Liaison

Altha Weaver

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aweaver@mdstad.com

Compliance Manager

Lisa Johnson

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443-414-9929 (cell)

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Procurement Contacts

MSA Administration

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Capital Projects Development Group

Yai Waite
Associate Vice President, Procurement
410-223-4103
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STATE HIGHWAY
ADMINISTRATION

MDOT STATE HIGHWAY ADMINISTRATION

JADA WRIGHT
DIRECTOR
OFFICE OF PROCUREMENT &
CONTRACT MANAGEMENT, MDOT SHA
JWRIGHT18@MDOT.MARYLAND.GOV

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VIRTUAL

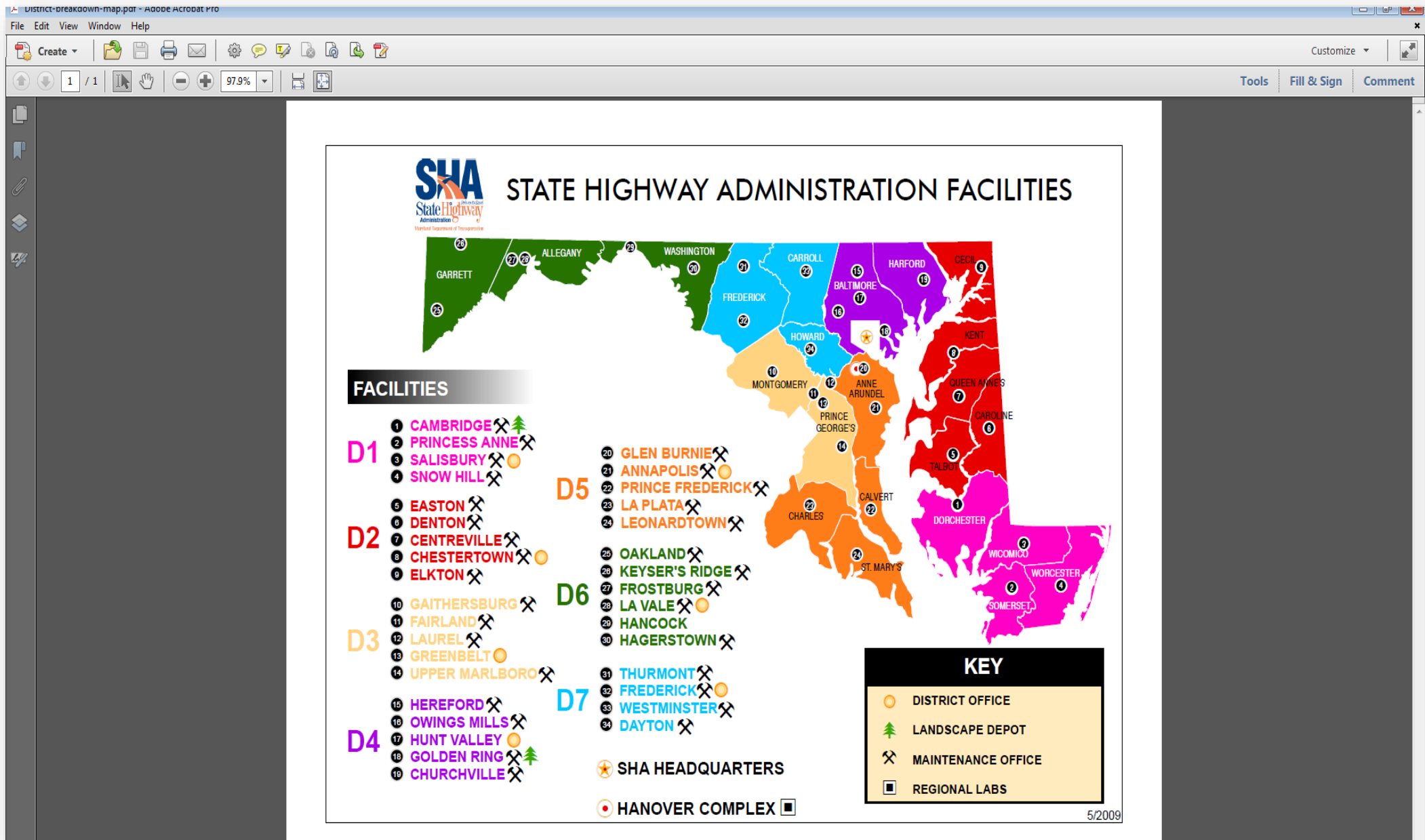
March 16, 2022



DISCUSSION TOPICS

- ☐ MDOT SHA District Map
- ☐ Need to Know
- ☐ Small Procurements
- ☐ SBR Procurements
- ☐ SBE Procurements
- ☐ MDOT SHA Contact Information





What Small Businesses Should Know...

- Food and accommodations for emergency workers are required procurements for snow season and are good opportunities for SBR vendors.
- COMAR requires that state agencies check with Community Services Providers first for the goods and services listed here:
http://www.mdworks.com/ew_products_services.html
- All solicitations over \$15,000 are posted on eMaryland Marketplace Advantage (eMMA).
- We use the direct solicitation method for small procurements under \$15,000; purchases under \$5,000 are typically paid by CPC.
- All IT purchases for our agency are performed by MDOT SHA's Office of Information Technology.
- **We strongly encourage all small businesses attend pre-bid meetings.**

Small Procurements

(The Small Business Sweet Spot)

Category I (\$0 - \$5,000)

- Hand tools
- Construction vehicle and heavy equipment replacement parts
- Safety shoes
- Portable toilet rental
- Each district makes its own purchases by Corporate Purchasing Card (CPC).

Category II (\$5,001 - \$15,000)

- Paving materials
- Minor building maintenance and repair
- Most procurements in this category are for goods bought through Department of General Services statewide contracts.
- Vendors *can* sign up on eMaryland Marketplace Advantage to bid on current solicitations (<https://emma.maryland.com>).

Category III (\$15,001 - \$50,000)

- Commodities (not under DGS contract)
- Facilities Maintenance, inc. janitorial, security guard services, landscaping, pest control, elevator maintenance, etc.
- Vendors *must* sign up on eMaryland Marketplace Advantage to bid on current solicitations (<https://emma.maryland.com>).

Current SBR Opportunities on eMMA

ID	Title	Status	Due / Close Date	Publish Date	Main Category
BPM028158	432MGE1424SB FULL WIDTH LITTER PICKUP (5 PERSON CREW) AT VARIOUS LOCATIONS FOR THE GAITHERSBURG SHOP AREA IN MONTGOMERY COUNTY	Open	3/24/2022	2/22/2022	Cleaning services for parks and outdoor public venues
BPM028504	4323HF422A Full Width Litter Pick Up at Various Locations in the Hereford Shop Area-Baltimore County	Open	3/28/2022	3/10/2022	Cleaning services for parks and outdoor public venues
BPM028280	5272300425SB-Operation of the Pocomoke River Drawbridge (#2300400) in Worcester County	Open	4/7/2022	3/1/2022	Drawbridge operations
BPM028357	DOALRM2022- Alarm Monitoring Services - MDOT SHA Cambridge Shop	Open	3/14/2022	3/3/2022	Fire alarm maintenance or monitoring
BPM028554	D1HVAC2022- MDOT SHA -HVAC Services - District 1 Office Complex	Open	3/25/2022	3/11/2022	Heating and cooling and air conditioning HVAC construction and maintenance services
BPM028337	D7070068R I70, New Market TWIS, Weight Station Repair on Basement Water Problems	Open	3/22/2022	3/3/2022	Heavy construction services
BPM028396	QACLITTER22	Open	3/23/2022	3/4/2022	Highway lawn maintenance services
BPM028398	TALITTER22	Open	3/24/2022	3/4/2022	Highway lawn maintenance services
BPM028511	CELITTER22	Open	3/28/2022	3/10/2022	Highway lawn maintenance services
BPM028519	COUTTER22	Open	3/24/2022	3/10/2022	Highway lawn maintenance services
BPM028347	MDOT SHA - Somerset County - Hydraulic Equipment Repair & Maintenance Service	Open	3/24/2022	3/3/2022	Hydraulic equipment installation and maintenance service
BPM028160	4320251425SB- Spot Litter Pickup (5 Person Crew) at Various Locations in Anne Arundel County	Open	3/31/2022	2/22/2022	Industrial Cleaning Services
BPM028164	AZ47361145B - Maintenance and Preservation of Environmental Assets in Allegany and Washington Counties (District 6)	Open	3/17/2022	2/22/2022	Land and soil preparation and management and protection
BPM023403	WOISCAPE21- Roadside Landscape Maintenance - Worcester County- Addended IFB	Open	4/15/2021	3/26/2021	Mowing services
BPM028548	WIVA42722S - Tractor Mowing for MDOT/SHA in Wicomico County	Open	3/24/2022	3/11/2022	Mowing services
BPM028566	WI42852022 - Roadside Litter & Handmowing in Wicomico County for MDOT/SHA	Open	3/28/2022	3/14/2022	Mowing services
BPM028312	SOHNDMW22 - Roadside Handmowing in Somerset County for MDOT/SHA	Open	3/23/2022	3/2/2022	Mowing services
BPM028276	4272211425SB MEDIAN AND ROADSIDE TRACTOR MOWING, TRIMMING, AND LITTER PICK UP AT VARIOUS LOCATIONS IN WICOMICO COUNTY	Open	4/7/2022	3/1/2022	Mowing services
BPM028375	SO413MOW22 - Mowing and Landscape Maintenance - MDOT SHA Somerset County	Open	3/25/2022	3/4/2022	Mowing services
BPM028495	#WOHNDMO22 - IFB for handmowing for MDOT/SHA in Worcester County	Open	3/24/2022	3/9/2022	Mowing services
BPM028374	MDOT SHA District 1- Vac-Jet Truck Services	Open	3/17/2022	3/4/2022	Pipeline cleaning services
BPM027811	4292021425RSB-Brush and Tree Cutting and Stump Removal at Various Locations in Talbot County	Open	3/17/2022	2/1/2022	Tree trimming services
BPM028494	WIIWBMAIN22 - MDOT/SHA Wicomico County- Washbay Maintenance Services	Open	3/30/2022	3/9/2022	Vehicle washing machine
23 Result(s) Result(s)					

SBE Opportunities: A/E CONSULTANT SERVICES

- ☐ Contracts are advertised in eMaryland Marketplace Advantage (eMMA)

NOTICE TO CONTRACTORS – This is a Small Business Enterprise (SBE) Program procurement for which award will be limited to small business vendors certified at the time of bid by the Maryland Department of Transportation's (MDOT) Office of Minority Business Enterprise (OMBE) in the SBE Program. Only businesses that are SBE certified by the OMBE to perform the type of work under this procurement are eligible to submit a bid/proposal for this procurement.....

- ☐ Read and understand the advertised solicitation document and *all* amendments

- *For A/E consultant services, the prime and subs must be SBE's!*

- ☐ Understand “Volume II: Specifications for Consultant Services” at roads.maryland.gov for professional standards

- ☐ Insurance Requirements

- Must be kept in full force and effect until all work has been satisfactorily completed and accepted

- ☐ No DBE subcontracting goals

Current/Upcoming SBE Advertisements

Contract	Office	Description	Replacement Contract For...	Expiration	Contract Amount	Ad Date	Estimated BPW Date
BCS 2022-02	D7	Survey and Engineering Services, D-7, SBE	SBCS1507F	04/04/2023	\$ 3,000,000	03/11/22	07/04/23
BCS 2022-05A	OPPE	Comprehensive Environmental & Engineering Services, Statewide, SBE	SBCS1508H	07/11/2023	\$ 2,500,000	04/08/22	08/01/23
BCS 2022-05B	OPPE	Comprehensive Environmental & Engineering Services, Statewide, SBE	SBCS1508	-----	\$ 2,500,000	04/08/22	08/01/23

MDOT SHA CONTACT INFORMATION



- ☐ Kerrie Koopman kkoopman@mdot.maryland.gov
or (240) 343-0002
 - Deputy Director, Office of Procurement and Contract Management
 - SBR Liaison, MDOT SHA
- ☐ Lisa RS Grant – lgrant2@mdot.maryland.gov
or (410) 545-0317
 - Manager, D/MBE Programs and Business Development
 - Office of Equal Opportunity, MDOT SHA



Ready, Set, GROW!

VIRTUAL

MORGAN STATE UNIVERSITY

KHARI WHITMYER

BUYER/BUSINESS DIVERSITY LIAISON

KHARI.WHITMYER@MORGAN.EDU

[HTTPS://WWW2.MORGAN.EDU/PROCUREMENT](https://www2.morgan.edu/procurement)

March 16, 2022

Small Procurements & Credit Card Purchases

Category I (\$0 - \$5,000)

- Promotional Materials
- Electronics (Computers, tablets, etc.)
- Various services (internet services, maintenance)
- Office Supplies

Because these purchases are made by individual purchase card holders, it is best that your business is a part of the eMaryland Marketplace Advantage small business directory. This way, p-card holders can find you as these purchases are typically not advertised.

Category II (\$5,001 - \$15,000)

- Services (janitorial, transportation, real-estate acquisition)
- Building/campus maintenance
- Staffing services

Procurements within this threshold are typically posted on eMaryland Marketplace as well as MSU's own bid board linked here:

<https://www2.morgan.edu/procurement/bidboard>

Category III (\$15,001 - \$50,000)

- AE/Construction related services
- Building/campus Maintenance

Procurements within this threshold are typically posted on eMaryland Marketplace as well as MSU's own bid board linked here:

<https://www2.morgan.edu/procurement/bidboard>

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Shuttle Bus Services	March 2022
WSC Demolition and Construction of new Science Center - CM	Spring 2022
WSC Demolition and Construction of new Science Center – Commissioning	Spring 2022
Chapel Roof Replacement / Stone Wall Repairs – AE	Spring 2022
Master Plan Campus – AE	Spring 2022
Chapel Window Restoration	March 2022
Student Center Garage Structural Repairs	March 2022

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Pouring Rights/Fountain Vending Services	April 2022
Laundry Machine Purchase and Installation	April 2022
Development Master Plan – Lake Clifton HS – AE	Spring/Summer 2022
Building Conditions Surveys (Several Buildings) - AE	Spring 2022
Truth Hall Water Infiltration/Remediation	Spring 2022
West Campus Infrastructure	Spring 2022
Health and Human Services Bid Pack C (Signage)	Fall 2022
Miscellaneous Projects	
On-Call Construction Services	
On-Call AE Services	

Procurement Contacts

OFFICE OF PROCUREMENT

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Keon Allen
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Procurement Contacts

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PANEL DISCUSSION

3/16/2022

PANELISTS

Linda Dangerfield

Maryland Aviation Administration

Lisa Johnson

Maryland Stadium Authority

Altha Weaver

Maryland Stadium Authority

Jada Wright

Maryland State Highway Administration

Khari Whitmyer

Morgan State University

Moderator

Alison Tavik

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

Final Reminders

- Moderated Q&A Session
- Brief Exit Poll
- Upcoming Webinars
- How to get notified for future events
- You will receive an email with information on how to access today's presentation and how to connect with our presenters
- Closing remarks



Remember to submit questions through the Q&A window at the bottom of your screen!



Moderator

Nichelle Johnson

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



EXIT

POLL



Upcoming Webinars

Technical Training Classroom Webinars

Tuesday, March 22, 2022

10:00 am

Tactical Business Development for Federal Contractors

Thursday, March 24, 2022

10:00 am

State Procurement 101

Small Biz Resource Connections Webinar

Friday, April 1, 2022

10:00 am

Office of International Investment & Trade
Import & Export Resources



Ready, Set, GROW!

Procurement Connections Workshop 2022

Wednesday, June 15, 2022

10:00 am

Virtual

Wednesday, September 21, 2022

9:30 am

In-Person @ Horseshoe Casino-Baltimore

Wednesday, December 6, 2022

10:00 am

Virtual



To register to receive our notices of all upcoming classes & workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.



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Thank you!



Maryland

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OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

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