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

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
  - Small Business Reserve Program
  - Minority Business Enterprise Program
  - Veteran-Owned Small Business Enterprise Program
- Conduct statewide outreach and training programs
  - Technical Training Classroom webinars
  - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

https://goMDsmallbiz.maryland.gov
## State Procurement Programs

<table>
<thead>
<tr>
<th>Small Business Reserve (SBR) Program</th>
<th>Minority Business Enterprise (MBE) Program</th>
<th>Veteran-Owned Small Business Enterprise (VSBE) Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime contracting program</td>
<td>Subcontracting program</td>
<td>Subcontracting program</td>
</tr>
<tr>
<td>15% set-aside</td>
<td>29% aspirational goal</td>
<td>1% aspirational goal</td>
</tr>
<tr>
<td>Race and gender neutral</td>
<td>Race and gender specific</td>
<td>3-Step certification process includes verification of veteran status</td>
</tr>
<tr>
<td>State-defined small business eligibility standards apply</td>
<td>Application-based certification process</td>
<td>Annual renewal</td>
</tr>
<tr>
<td>Online certification process (eMMA)</td>
<td>Annual renewal</td>
<td>Annual renewal</td>
</tr>
<tr>
<td>Annual renewal</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**MBEs and VSBEs are encouraged to perform as a prime contractor.**
What is Procurement?

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

- State Finance and Procurement Articles (SF&P)
- Code of Maryland Regulations (COMAR)
State Contracting Pipeline

- eMaryland Marketplace Advantage (eMMA)
- Procurement Forecast
- Board of Public Works

Governor’s Office of Small, Minority & Women Business Affairs
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.
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.
(1) Select from the meeting dates provided

(2) Select “Agenda”
5-C. **STATE HIGHWAY ADMINISTRATION**

**Construction Contract**

**Contract ID:** Salt Structure Restorations at Various Locations in Caroline, Cecil, Kent, Queen Anne’s, and Talbot Counties; XX1405B29SB
ADPICS No.: XX1405B29

**Contract Description:** This contract is for the salt structure restorations at various locations in Caroline, Cecil, Kent, Queen Anne’s, and Talbot Counties.

**Awards:**
Colossal Contractors, Inc.  *(Certified MBE)*
Burtonsville, MD

**Contract Term:**
03/11/2021* – 12/31/2024 *(or earlier upon BPW Approval)*
(1,391 Calendar Days)

**Amount:**
$228,205 NTE

**Procurement Method:** Competitive Sealed Bidding

**Bids:**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Colossal Contractors, Inc.</td>
<td>$228,205</td>
</tr>
<tr>
<td>St. Mary’s Roofing and Home Improvement LLC</td>
<td>$344,536</td>
</tr>
</tbody>
</table>

**Living Wage Eligible:**
No

**MBE Participation:**
100%

**Performance Security:**
Performance and Payment Bonds for 100% of the award amount exists for this contract.

**Incumbent:**
St. Mary’s Roofing and Home Improvement LLC
Hollywood, MD
19-S SERVICES CONTRACT
Teachers and State Employees Supplemental Retirement

Contract ID: Audit Services - Maryland Supplemental Retirement Plans;
ASC-20 G50B1600001
ADPICS No.: G50P1600011

Contract Description: Audit services for the Maryland Supplemental Retirement Plans.

Award: RSM US LLP; Baltimore, MD

Contract Term: 03/25/2021* - 08/31/2025 (*or earlier upon BPW approval)

Amount: $305,970

Procurement Method: Competitive Sealed Proposals

<table>
<thead>
<tr>
<th>Offerors</th>
<th>Technical Rankings</th>
<th>Financial Proposals (Rankings)</th>
<th>Overall Rankings</th>
</tr>
</thead>
<tbody>
<tr>
<td>RSM US LLP; Baltimore, MD</td>
<td>1</td>
<td>$305,970.00 (2)</td>
<td>1</td>
</tr>
<tr>
<td>SB &amp; Company, LLC; Owings Mills, MD</td>
<td>3</td>
<td>$239,603.00 (1)</td>
<td>2</td>
</tr>
<tr>
<td>BD &amp; Company, Inc.; Owings Mills, MD</td>
<td>4</td>
<td>$363,695.00 (3)</td>
<td>3</td>
</tr>
<tr>
<td>UHY LLP Columbia, MD</td>
<td>2</td>
<td>$1,567,917.11 (4)</td>
<td>4</td>
</tr>
</tbody>
</table>

Living Wage Eligible: Yes

MBE/VSBE Participation: 30% / NA

Performance Security: N/A

Hiring Agreement Eligible: No

Incumbent: SB & Company, LLC; Owings Mills, MD
Key Data Points

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

Sub Contractors
- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies
Public Data Mining

bpw.maryland.gov

Governor’s Office of Small, Minority & Women Business Affairs
To obtain a copy of this slide deck, visit the Ready, Set, GROW! page of our website at goMDsmallbiz.maryland.gov