



FY2018 SMALL BUSINESS RESERVE (SBR) ANNUAL REPORT INSTRUCTIONS

GENERAL GUIDELINES:

The objective of the Small Business Reserve (SBR) Program is to designate or set aside enough procurements for small business-only participation so that contract payments to SBR contractors during the fiscal year equals or exceeds the 15% SBR target.

The Governor's Office of Small, Minority & Women Business Affairs (GOSBA), is responsible for reporting the statewide performance of the SBR Program. An accurate annual measurement can only be made if each SBR unit is able to quantify and report the following values:

- I. The total dollar value of all procurement payments made during the fiscal year, including corporate purchasing card payments (the **DENOMINATOR**).
- II. The total dollar value of all procurement payments made to SBR firms during the fiscal year, including purchasing card payments (the **NUMERATOR**).
- III. A breakdown of SBR payments resulting from designated procurements (**NUMERATOR**).
- IV. The number of *unique* SBR firms to receive a **designated** award or payment. This is the "T" Factor now being measured by GOSBA.

SBR units' accounting/finance departments are typically responsible for processing the majority, if not all, of the requests for payment presented by contractors doing business with the state. Once the payment transactions are completed, the payment data required for SBR reporting must be extracted from the accounting system from which the payments were made. Procurement

departments are typically responsible for processing the contractor's awards and indicating whether an SBR award was "**designated**" or not.

FMIS AGENCIES: FMIS and RSTARS contain pre-programmed reports that are available in ANSWERS to assist with SBR payment data capture and reporting. SBR report preparers are advised to review these standard reports and work directly with procurement, MBE, and accounting staff to ensure that all reportable contract payments are included in your agency's SBR annual report.

State FMIS agencies must use the ANSWERS application to access the 067, 068 and 721 reports. The link for the ANSWERS application is <https://net.md.gov/apps/answers/>.

The [BPW Advisories](#) and the [GAD List](#) (also known as the Controller Objects Commodity Exclusion List) included in the MBE/SBR Reporting Toolkit on the GOSBA website provides guidance in determining whether a payment or group of payments is exempt from MBE/SBR reporting.

With the exception of preferred provider and statewide contract purchases and conflicting federal requirements, the criteria for determining reportable payments for the SBR and MBE programs are the same. SBR units should contact the appropriate control agency and/or GOSBA with questions regarding items that may/may not be reportable.

In order to verify the accuracy and completeness of each SBR unit's annual report, GOSBA requires detailed documentation to support the data contained in the report. Specifically, any changes to the total payment amounts found on the accounting report containing the raw data, including the monthly P-card reports, must be included as tabs in report template. The objective here is to show your work. Show that you have reviewed ("scrubbed") your data to produce the most accurate report possible, given system limitations and coding situations.

Numbers 1-6 provide a description of the documentation required to support the amount entered on each line.

A. FMIS Using Agencies

If you are a FMIS using agency, you will need to access the following reports to obtain the data needed from ANSWERS to complete the template:

- 1) PCH065/067 SBR Payments Report
- 2) PCH068 SBR Designated Awards Report

- 3) A30USB12 SBR P-card Report – optional
- 4) A30USB11 P-card MBE Summary Report - optional
- 5) A30USB11 MBE Non-Match Report – optional
- 6) PCH721 Credit Card Report (includes MBE and SBR flags) - preferred

A note about credit card data – We strongly advise you work with the MBE Liaison as only one of you should scrub the report. The purchases made from statewide contracts and preferred providers are excluded from MBE award reporting, but included in SBR payment reporting.

MDOT iFMIS units should follow instructions provided by MDOT headquarters with regard to SBR submissions.

The credit card reports for all SBR units can be accessed from RSTARS View Direct, or from ANSWERS PCH 721 report, or directly from the USB monthly bank transaction statements. Each credit card administrator has access to the Level 3 credit card report which provides more detailed information regarding items purchased.

B. Non-FMIS Agencies

The 11 university campuses and all other non-FMIS units must submit system-generated reports from their respective financial systems, along with any other system documentation that supports the expenditures being reported.

All backup documentation must be submitted electronically in Excel format. If the View Direct hard-copy credit card reports are used, they should be scanned and submitted as an email attachment. Notations of any adjustments made to the report totals should be made directly on the reports. One very visible way is to highlight your data in various colors to indicate changes. For example in the excel example attached, yellow indicates items excluded and blue indicates items added back in. It's a personal choice but one we find very easy to follow in reviewing your supporting documentation.

A PDF copy of the “2018 Small Business Reserve Summary Statement,” with all required signatures and supporting documentation, must be forwarded to the GOSBA reports mailbox, reports.goma@maryland.gov. The hard copy Summary Statement is not required.

As in prior years, the chief financial officer or accounting director for each SBR unit must sign the SBR annual report, certifying that:

- 1) they have responded to the report preparer's request for assistance with payment data verification,
- 2) they have reviewed the contents of the final report with the report preparer, and,
- 3) to the best of their knowledge, the payment data included in the report accurately reflects the unit's total procurement payment volume for the fiscal year.

GOSBA's expectation is that, in the process of reviewing agency purchasing data and preparing the SBR report, SBR reporting staff will request assistance from the finance/accounting office as necessary and appropriate.

[The 2018 SBR Annual Report deadline is COB, Monday, October 1, 2018](#)

LINE-BY-LINE REPORT INSTRUCTIONS:

To better help you understand these instructions, a separate Excel Agency Example attachment has been prepared as an example. Please look at the cell references in the summary document for each line for a better understanding of the supporting back-up and how to leave an audit trail.

Line 1, Total Credit Card Payments: Enter the total value of procurement payments made by your agency in FY 2018 using the corporate purchasing card. Obtain this figure by using either the bank statements, FMIS View Direct reports, or the ANSWERS PCH721 report. All non-reportable/exempt items such as employee travel expenses, preferred provider payments, subscriptions, fuel purchases, utility payments, lease payments, etc., should be subtracted from the credit card total. Review the GAD exclusions list carefully to make sure you have subtracted all payments that should not be reported.

Please note that purchases made from control agency (DBM, DGS, DoIT) statewide contracts using the corporate purchasing card are SBR-reportable unless the item/service is listed as one of the exclusions on the GAD list.

Example #1: Purchases made from the four current DGS statewide office supply contracts, Rudolph's, RGH Enterprises, Cartridge Plus, and AJ Stationers, are SBR-reportable (e.g. includable in the denominator).

Example #2: The DGS statewide contract with Mansfield Oil for fuel oil; fuel oil is listed on the GAD document as a non-reportable expense and therefore should not be included in the SBR reports.

Enter the total adjusted credit card amount on Line 1 of the Summary Statement and include a tab behind the summary report in the template that supports this figure.

Line 2, Total Credit Card Payments to SBR Contractors: Enter the total payments made in FY2018 to SBR contractors using the corporate purchasing card. This amount is a subset of your Line 1 total after you made GAD adjustments (scrubbed the data). Enter the final adjusted SBR credit card payment total on Line 2 of the Summary Statement. This figure will be counted as “SBR Designated”. Include a tab behind the summary report in the template that supports this figure. Be sure to include a count of the number of transactions to SBR Vendors, you will include this in Line 6.

Lines 1 and 2 Credit Card Documentation: As mentioned above, include tabs to support figures for Line 1 and Line 2. We are doing away with the rigid formatting requests of the past. It is optional to include a column that describes each of the excluded items, but it may help others within your agency who review this report. Again, one very visible way to indicate your exclusions is to highlight data in yellow. It’s a personal choice but one we find very easy to follow in reviewing your supporting documentation.

Line 3, Total Procurement Payments (Not Including Credit Card Payments): Enter your unit’s total reportable procurement payments (after “scrubbing”) on this line. Start with the PCH067 report (“Reportable Amount”) or the procurement payments report from your unit’s financial system to determine this amount. Use the same process outlined above to make any necessary adjustments to the reportable amount, i.e., subtract amounts that are incorrectly showing as reportable and add back amounts that are incorrectly showing as non-reportable.

Line 3 Documentation Requirement: Include a tab that shows the support for figure entered on Line 3. Label/color code items you exclude and add back in to the reportable amount. Again, explaining your adjustments are optional. If it’s an adjustment that is a nuance to your agency, then by all means feel free to make a comment.

For non-FMIS agencies, you should determine the best way to categorize and reflect the reconciliation based on the format of your financial reports.

Line 4, Total Dollars Paid to SBR Contractors Under a Designated SBR

Procurement: Create a tab that supports this figure that is the subset of your PCH067 report. The SBR Designated payments are the sum total of payments to SBRs where the Purchase Order or Blanket Purchase order was flagged as a SBR procurement and indicated by a “Y” in the “SBR Procurement Indicator” column. You can add a “Y” flag in the “SBR Procurement Indicator” column for reportable DIRECT VOUCHERS paid to SBRs. **Repeat...***Direct Voucher payments to SBRs can be reported as designated.*

NOTE: The PCH067 report DOES provide a breakdown of designated vs non-designated SBR payments in the “SBR Procurement Indicator” column. It also indicates that the payment was made to a vendor that had current SBR status in FMIS when the payment was made (See Alert below).

Line 5, Total Dollars Paid to SBR Contractors Under a Non-Designated

Procurement: Enter the total dollar value of all payments made to SBR contractors in FY2018 under contracts that were not designated as SBR.

Calculate the non-designated SBR amount by subtracting the designated amount on Line 4 from the total SBR reportable amount showing on the system report after all adjustments were made. This is the amount to be entered on Line 5.

Non-FMIS agencies must keep track of designated procurements in whatever way is suitable within their respective contracting and accounting/financial systems.

LINES 4 and 5 DOCUMENTATION REQUIREMENTS: As stated above, the ANSWERS PCH067 report provides you with the total SBR expenditure figure that must be segmented between Lines 4 and 5. Therefore, the total value of SBR payments entered on Lines 4 and 5 may not exceed the total SBR expenditure amount on the PCH067 report/finance report.

Line 6, Total Number of SBR Contractors Receiving Award and Payments:

Enter the **total number of SBR Contractors receiving awards and payments** in FY2018, i.e., the total number of unique vendors, not the total number of transactions. Count/tally the number of individual firms from your support data (PCH068 Awards “SBR Indicator” column and PCH-067 Payments) and enter it on Line 6. If there are 50 payments made to AJ Stationers, you count them as 1 SBR vendor.

Lines 7 - 11: Do not enter data on these lines. They are auto-populated from data entered into other fields.

SBR Compliance Manager, Lisa Sennaar is available to assist with any questions you may have regarding completion of the SBR quarterly or annual reports. Please direct your inquiries via email to lisa.sennaar@maryland.gov

A PDF copy of the “2018 Small Business Reserve Summary Statement,” with all required signatures and supporting documentation, must be forwarded to the GOSBA reports mailbox, reports.goma@maryland.gov by Monday, October 1, 2018. The hard copy Summary Statement is not required.

Reminder: submit a copy of this report to Board of Public Works,
devan.perry@maryland.gov

**DON'T FORGET TO INPUT YOUR
AGENCY NAME
IN THE HEADER OF THE EXCEL DOCUMENTS!**