



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

**ANNUAL  
REPORT  
FY2017**

Small Business  
Reserve (SBR)  
Program

Minority Business  
Enterprise (MBE)  
Program



**Larry Hogan**  
*Governor*



**Boyd K. Rutherford**  
*Lt. Governor*



**Jimmy Rhee**  
*Special Secretary*



**MARYLAND**

**OPEN**

*for* **Business**



## Message from Governor Hogan

Dear Friends:

Since taking office, our administration has been committed to ensuring that Maryland remains Open for Business. We are focused on implementing policies and initiatives that create a business-friendly climate in order to grow our private sector, foster job creation, and build upon our state's flourishing economy – and it's working. Maryland has outpaced other states with the creation of nearly 100,000 jobs. Two national surveys have ranked Maryland's state economy in the top 10 in America, and another national study has named Maryland the second most innovative state in America.

Great things are happening in every region of our state, including within the small business community, where we are seeing both entrepreneurial growth and an increase in the number of businesses that start out small and grow to employ 50 people or more by their 10<sup>th</sup> year.

The Governor's Office of Small, Minority & Women Business Affairs connects our small business community to greater economic opportunities in the public and private sectors. I encourage you to use this report as a resource and learn more about all they have to offer.

Together, we are making Maryland the best place in America to live, work, raise a family, and do business. Thank you for being part of this important journey.

Sincerely,

Larry Hogan  
Governor







## Message from Lt. Governor Rutherford

Dear Friends:

Under the Hogan administration, great things are happening in our state, especially within our business community. Our focus on improving Maryland's business climate resonates with small business owners and entrepreneurs and helps them grow their businesses with confidence. Our administration's Open for Business initiative has supported that effort, helping to create and retain jobs, foster entrepreneurs, and invest in our communities.

While most of the state's economic activity takes place in the private sector, state contracting remains an attractive market. Our Small Business Reserve (SBR) and Minority Business Enterprise (MBE) Programs present both prime and subcontracting opportunities for small businesses, and minority and women-owned business. We continue to enhance these programs and keep them relevant in today's markets through efforts such as the Commission to Modernize State Procurement and the Policy Reform Commission, seeking to eliminate burdensome regulations and unnecessary fees that make it difficult for small businesses to thrive.

The Governor's Office of Small, Minority & Women Business Affairs plays an important role through their oversight of the SBR and MBE programs. They conduct a robust statewide outreach program that reaches thousands of business owners every year, and their website is full of resources and business intelligence tools. I encourage you to learn more about this valuable resource to see how they can help your small business thrive.

Sincerely,

Boyd K. Rutherford  
Lt. Governor





#### **Mission**

As a coordinating office of Governor Larry Hogan, we connect the small business community to greater economic opportunities in the public and private sectors, while implementing and monitoring small, minority, and women business inclusion programs across 70 state agencies.

#### **Vision**

Create an open and accessible culture where Maryland is open for all small businesses, including those owned by minorities and women.



## Message from Special Secretary Rhee

Dear Friends,

Welcome to the Governor's Office of Small, Minority Affairs & Women Business Affairs' annual report for Fiscal Year 2017.

We began this fiscal year with a new name. Formerly the Governor's Office of Minority Affairs, the word "business" was conspicuously missing from our name. Although our role has changed and developed over the past 39 years, our core mission has always been connected to the small business community. Our new name fully defines our key audience and even expands our scope in alignment with Governor Hogan's "Maryland is OPEN for Business" initiative.

Maryland is home to more than 580,000 small businesses; 60 percent of which are owned by women and minorities. Given this unique demographic, we know that what's good for the small business community is inherently good for minority and women-owned businesses as well.

To that end, we are pleased to support small businesses operating in both the public and private sectors. I encourage you to explore the wide array of resources available on our website and invite you to attend one of our live workshops or training events. All these tools are in place to help you grow your small business and compete with confidence.

Sincerely,

Jimmy Rhee  
Special Secretary





**Firms to Receive  
Payment as an SBR**

**1,617**



**SBR Payments**

**\$390 M**



**MBE Awards**

**\$1.5 B**



**Firms to Receive  
Payment as an MBE**

**1,748**



**MBE Payments**

**\$1.3 B**



**Outreach Events**

**257**



**Businesses Served**

**14,184**



## Executive Summary

### Overview

The Governor's Office of Small, Minority & Women Business Affairs has oversight of the Small Business Reserve (SBR) and Minority Business Enterprise (MBE) programs. Internally, we are charged with reporting the performance of the participating agencies, and working collaboratively to maximize small and minority business participation on State-funded contracts.

Externally, we conduct outreach and educational programs to help small businesses compete with confidence in both the public and private sectors. Our two signature events, the Ready, Set, GROW! Procurement Connections Workshop and the Technical Training Classroom, offer networking and training programs throughout the year and across the State.

Learn more at [www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov).

### SBR Program

Maryland's SBR Program provides prime contracting opportunities in an exclusive environment where small businesses compete against other small businesses. This race and gender neutral set-aside program applies to 23 designated agencies and departments that are required to spend at least 10 percent of their total fiscal year procurement expenditures with SBR vendors. There is no cost to participate in this program. Vendors register online and must meet the program's small business eligibility standards. Once registered, vendors are required to renew annually to remain in the program.

Learn more by visiting the SBR Program page at [www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov).

All participating agencies and departments are required to submit performance data to the Governor's Office of Small, Minority & Women Business Affairs.

Performance of the SBR Program is measured by payments made to registered SBR vendors in good standing with the State. During FY2017, the SBR Program achieved 9.4 percent participation with total payments of \$389.7 million (Exhibit A). This represents a 21 percent increase in participation from 7.7 percent participation in FY2016.

We are seeing positive trends in the SBR Program that align with Governor Hogan's "Maryland is Open for Business" initiative.

First, enrollment in the SBR Program increased by 21 percent, rising from 4,923 registered vendors in FY2016 to 5,971 registered vendors in FY2017. Increasing the vendor pool yields greater competition in the products and services offered which, in turn, creates more opportunity for procurement officers to designate purchases to this program.

Second, the number of solicitations designated to the SBR Program increased in FY2017. This is particularly important given the legislative changes that will impact the program in the next fiscal year.

Based on recommendations by the Commission to Modernize State Procurement, the SBR Program will experience three significant changes in FY2018:

1. Participation expands from 23 participating agencies to 70 participating agencies/departments.
2. The set-aside increases from 10 percent to 15 percent.
3. Only procurements specifically designated to the SBR Program at the onset of the procurement process may be counted toward achievement of the set-aside.

Expanding participation and increasing the set-aside demonstrates the Hogan Administration's commitment to engaging more small businesses in prime contracting opportunities with State agencies. At the same time, agencies already engaged in the program must adapt to a major change in how we measure the program's performance.

Payments made to SBR vendors when the initial procurement is identified as SBR in the written bid documents are tabulated as "designated" expenditures. When an SBR vendor wins a designated contract, it had competed within the exclusive pool of SBR vendors. "Incidental" SBR expenditures refer to contract payments made to SBR vendors where the initial procurement was not specifically designated as SBR, therefore the SBR vendor competed and won in the open market.

When the program was founded in 2004, the participating agencies were hesitant to designate a procurement as SBR-only for fear of little or no competition. Regulations allowed both designated and incidental awards to be counted toward the 10 percent set-aside. As the program has matured, the vast majority of SBR payments have been made to SBR vendors who won the contract by bidding in the open market, indicating there would be ample competition for procurements designated specifically for the SBR Program. Furthermore, increasing these designations, as well as the dollars paid to SBR firms, would likely lead to increased vendor registrations and increased competition.

In preparation for the impending changes, the Governor's Office of Small, Minority & Women Business Affairs has been working with the original 23 participating agencies to develop best practices that will lead to more SBR-only designated procurements. As a result of those efforts, we are encouraged to see a 32 percent increase in designated payments, rising from 1.7 percent in FY2016 to 2.2 percent in FY2017.

## **MBE Program**

Maryland's MBE Program was established in 1978 as an economic development tool to increase procurement opportunities within the State contracting marketplace for minority and women owned firms. This race and gender specific procurement program applies to 70 agencies and departments. Only the work of certified MBEs may be counted toward achievement of an individual contract goal. The overall statewide MBE goal is 29 percent.

Certification for the MBE Program is managed by the Office of Minority Business Enterprise, a division of the Maryland Department of Transportation. Vendors complete a certification process based on five eligibility standards to determine social and economic disadvantage. There is no cost to obtain MBE certification. Once certified, firms must renew annually to remain in the program.

Learn more by visiting the MBE Program page at [www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov).

All participating agencies/departments are required to submit data to the Governor's Office of Small, Minority & Women Business Affairs annually. The following units did not submit MBE award data for the 2017 fiscal year: Automobile Insurance Fund, Supplemental Retirement, State Prosecutor, Baltimore City Community College, and Tax Court. We believe the absence of this data has a negligible impact on the award data reported. The following units did not submit MBE payment data for the 2017 fiscal year: Aging, Archives, Automobile Insurance Fund, Board of Public Works, Deaf (School of), People's Counsel, Subsequent Injury Fund, Tax Court, and Supplemental Retirement. We believe the absence of this data has a negligible impact on the payment data reported.

Awards made to certified MBE firms in good standing with the State is the primary performance measure of the MBE Program. In FY2017, the MBE Program achieved 21.0 percent across the participating agencies (Exhibit B). This represents a 4 percent increase from 20.2 percent the previous

fiscal year. In addition to agency and department performance, we also look at award data by classification (Exhibit C) and procurement category (Exhibit D).

Statewide budget cuts were implemented in FY2017. Awards to MBEs can be disproportionately impacted when spending declines. Despite an 8.2% decrease in total awards from \$7,990,358,860 in FY2016 to \$7,338,106,678 in FY2017, MBE awards still rose marginally. African Americans and Women experienced an increase in the percentage of MBE awards, while the Asian American, Hispanic American, and Native American classifications experienced marginal decreases. There was little change across the procurement categories with the exception of IT services which experienced a spike due to an increased volume of small contracts under \$25,000.

Payments to MBE firms is a secondary measure of performance. It is important to note that award and payment data rarely match-up, as awards made in one fiscal year may be paid out over multiple contract years. It is common for award dollars to be higher than payment dollars.

Payments to MBE firms increased by over 18 percent reaching \$1.3 billion in FY2017 as compared to \$1.1 billion in FY2016 (Exhibit E). Payments to MBE prime contractors declined by 12 percent to \$366,755,466 in FY2017 from \$415,159,850 in FY2016 while payments to MBE subcontractors increased by 18 percent from \$638,067,928 in FY2016 to \$940,669,141 in FY2017. Across the classifications (Exhibit F), Women experienced an 11 percent decrease in total MBE payments from the previous fiscal year, while the combined ethnic classifications increased by more than 6 percent in FY2017.

Exhibit A: FY2017 SBR Agency/Department Participation

| FY2017<br>SBR Participating Agency/Department | Designated<br>Payments | Incidental<br>Payments | Credit Card<br>Payments | Total SBR<br>Payments | Total All<br>Payments  | Participation |
|---|------------------------|------------------------|-------------------------|-----------------------|------------------------|---------------|
| Aviation Administration                       | \$9,707,374            | \$9,382,917            | \$46,779                | \$19,090,291          | \$189,299,673          | 10.08%        |
| Bowie State University                        | \$13,618               | \$6,180,135            | \$13,618                | \$6,193,753           | \$13,732,678           | 45.10%        |
| Commerce                                      | \$88,756               | \$1,926,330            | \$23,130                | \$2,015,095           | \$5,258,598            | 38.32%        |
| Coppin State University                       | \$332,537              | \$474,067              | \$161,294               | \$806,604             | \$11,059,656           | 7.29%         |
| Education                                     | \$628,485              | \$5,160,790            | \$86,763                | \$5,789,271           | \$61,854,499           | 9.36%         |
| Environment                                   | \$398,267              | \$750,061              | \$191,863               | \$1,148,328           | \$4,316,783            | 26.60%        |
| Frostburg State University                    | \$323,510              | \$497,807              | \$163,543               | \$821,317             | \$7,738,276            | 10.61%        |
| General Services                              | \$6,371,219            | \$20,977,602           | \$135,044               | \$27,348,219          | \$111,128,773          | 24.61%        |
| Health  | \$2,512,447            | \$20,875,546           | \$768,857               | \$23,387,993          | \$296,904,301          | 7.88%         |
| Housing & Community Development               | \$926,298              | \$3,602,221            | \$11,156                | \$4,528,519           | \$23,821,920           | 19.01%        |
| Human Services                                | \$845,770              | \$7,710,212            | \$272,995               | \$8,555,982           | \$146,325,633          | 5.85%         |
| Information Technology                        | \$484,907              | \$10,404,617           | \$1,114                 | \$10,890,637          | \$62,113,424           | 17.53%        |
| Insurance Administration                      | \$144,688              | \$554,292              | \$10,031                | \$698,981             | \$900,891              | 77.59%        |
| Juvenile Services                             | \$1,903,067            | \$3,389,689            | \$337,490               | \$5,292,756           | \$71,589,852           | 7.39%         |
| Labor, Licensing & Regulation                 | \$1,521,858            | \$1,508,973            | \$194,880               | \$3,030,831           | \$29,633,011           | 10.23%        |
| Lottery & Gaming Control                      | \$1,047,166            | \$0                    | \$390,752               | \$1,047,166           | \$75,994,584           | 1.38%         |
| Morgan State University                       | \$2,679,589            | \$233,387              | \$233,387               | \$2,912,976           | \$62,660,511           | 4.65%         |
| Motor Vehicle Administration                  | \$6,277,049            | \$8,400,994            | \$1,546,551             | \$14,678,043          | \$72,484,980           | 20.25%        |
| Natural Resources                             | \$2,140,601            | \$1,181,517            | \$228,966               | \$3,322,118           | \$35,490,986           | 9.36%         |
| Port Administration                           | \$2,726,560            | \$968,867              | \$388,846               | \$3,695,427           | \$43,683,306           | 8.46%         |
| Public Safety & Correctional Services         | \$3,767,045            | \$56,292,832           | \$2,301,123             | \$60,059,877          | \$288,038,175          | 20.85%        |
| Retirement & Pension System                   | \$282,950              | \$120,585              | \$41,335                | \$403,805             | \$3,262,405            | 12.38%        |
| Salisbury State University                    | \$510,992              | \$2,169,001            | \$422,953               | \$2,679,993           | \$17,708,797           | 15.13%        |
| Stadium Authority                             | \$2,522,724            | \$13,414,680           | \$5,816                 | \$15,937,404          | \$138,444,030          | 11.51%        |
| State Highway Administration                  | \$2,113,453            | \$23,084,659           | \$1,110,755             | \$25,198,112          | \$453,232,167          | 5.56%         |
| State Police                                  | \$6,464,202            | \$1,091,969            | \$198,019               | \$7,556,171           | \$36,595,562           | 20.65%        |
| Towson University                             | \$1,256,021            | \$7,870,265            | \$879,859               | \$9,126,286           | \$61,428,136           | 14.86%        |
| Transit Administration                        | \$1,952,793            | \$12,986,699           | \$180,331               | \$14,939,492          | \$656,695,758          | 2.27%         |
| Transportation (TSO)                          | \$1,917,591            | \$4,101,512            | \$27,043                | \$6,019,103           | \$87,185,385           | 6.90%         |
| Transportation Authority                      | \$9,434,212            | \$3,271,354            | \$516,594               | \$12,705,565          | \$287,472,041          | 4.42%         |
| Treasurer's Office                            | \$240,415              | \$14,212               | \$10,671                | \$254,627             | \$3,473,868            | 7.33%         |
| U of MD, Baltimore                            | \$3,247,348            | \$13,950,100           | \$1,925,813             | \$17,197,448          | \$202,525,200          | 8.49%         |
| U of MD, Baltimore County                     | \$2,949,289            | \$3,044,230            | \$1,083,131             | \$5,993,519           | \$83,119,471           | 7.21%         |
| U of MD, College Park                         | \$12,808,078           | \$24,120,276           | \$1,680,938             | \$36,986,087          | \$398,986,087          | 9.27%         |
| U of MD, Eastern Shore                        | \$205,358              | \$885,238              | \$205,358               | \$1,090,596           | \$16,719,058           | 6.52%         |
| U of MD, University College                   | \$427,056              | \$25,853,787           | \$108,125               | \$26,280,844          | \$90,981,665           | 28.89%        |
| University of Baltimore                       | \$674,320              | \$1,314,740            | \$376,291               | \$1,989,060           | \$11,002,965           | 18.08%        |
| <b>TOTAL</b>                                  | <b>\$91,847,613</b>    | <b>\$297,766,163</b>   | <b>\$16,281,214</b>     | <b>\$389,672,898</b>  | <b>\$4,162,863,105</b> | <b>9.36%</b>  |

Exhibit B: FY2017 MBE Awards by Participating Agency/Department

| FY2017<br>State Procurement Agency/Department | MBE Prime<br>Awards | MBE Subcontract<br>Awards | Total<br>MBE Awards | Total<br>All Awards | MBE<br>Participation |
|---|---------------------|---------------------------|---------------------|---------------------|----------------------|
| AGING   | \$0                 | \$29,663                  | \$29,663            | \$7,119,564         | 0.42%                |
| AGRICULTURE                                   | \$302,023           | \$0                       | \$302,023           | \$3,977,233         | 7.59%                |
| ARCHIVES                                      | \$195,242           | \$0                       | \$195,242           | \$604,540           | 32.30%               |
| ASSESSMENTS & TAXATION                        | \$148,066           | \$5,441                   | \$153,507           | \$450,105           | 34.10%               |
| ATTORNEY GENERAL                              | \$141,383           | \$54,770                  | \$196,153           | \$4,749,660         | 4.13%                |
| AVIATION ADMINISTRATION                       | \$17,002,637        | \$40,384,957              | \$57,387,594        | \$247,948,980       | 23.14%               |
| BOARD OF ELECTIONS                            | \$551,722           | \$1,372,476               | \$1,924,198         | \$18,635,139        | 10.33%               |
| BOWIE STATE UNIVERSITY                        | \$1,525,257         | \$7,185,042               | \$8,710,299         | \$30,953,986        | 28.14%               |
| BUDGET & MANAGEMENT                           | \$42,250            | \$6,607,177               | \$6,649,427         | \$110,000,499       | 6.04%                |
| CANAL PLACE PRESERVATION                      | \$0                 | \$0                       | \$0                 | \$67,989            | 0.00%                |
| COMMERCE                                      | \$298,743           | \$581,991                 | \$880,734           | \$28,503,166        | 3.09%                |
| COMPTROLLER                                   | \$6,909,451         | \$1,382,473               | \$8,291,924         | \$21,945,100        | 37.78%               |
| COPPIN STATE UNIVERSITY                       | \$3,054,742         | \$737,921                 | \$3,792,663         | \$11,702,066        | 32.41%               |
| DEAF, SCHOOL OF                               | \$115,425           | \$0                       | \$115,425           | \$3,494,731         | 3.30%                |
| EDUCATION                                     | \$13,498,367        | \$3,061,381               | \$16,559,748        | \$72,090,524        | 22.97%               |
| ENVIRONMENT                                   | \$3,596,592         | \$0                       | \$3,596,592         | \$6,269,500         | 57.37%               |
| ENVIRONMENTAL SERVICES                        | \$8,744,087         | \$9,338,255               | \$18,082,342        | \$89,411,937        | 20.22%               |
| EXECUTIVE DEPARTMENT                          | \$202,193           | \$0                       | \$202,193           | \$4,407,396         | 4.59%                |
| FOOD CENTER AUTHORITY                         | \$263,192           | \$0                       | \$263,192           | \$1,632,990         | 16.12%               |
| FROSTBURG STATE UNIVERSITY                    | \$881,576           | \$17,476                  | \$899,052           | \$6,858,814         | 13.11%               |
| GENERAL SERVICES                              | \$19,399,240        | \$25,677,085              | \$45,076,325        | \$231,603,114       | 19.46%               |
| HEALTH  | \$22,893,282        | \$11,337,601              | \$34,230,883        | \$296,904,301       | 11.53%               |
| HIGHER EDUCATION COMMISSION                   | \$44,990            | \$342,167                 | \$387,157           | \$2,398,053         | 16.14%               |
| HOUSING & COMMUNITY DEVELOPMENT               | \$2,238,234         | \$12,712,937              | \$14,951,171        | \$46,753,321        | 31.98%               |
| HUMAN RELATIONS COMMISSION                    | \$3,255             | \$0                       | \$3,255             | \$101,538           | 3.21%                |
| HUMAN SERVICES                                | \$16,458,939        | \$8,613,678               | \$25,072,617        | \$303,612,922       | 8.26%                |
| INFORMATION TECHNOLOGY                        | \$1,339,848         | \$1,896,604               | \$3,236,452         | \$78,746,684        | 4.11%                |
| INSURANCE ADMINISTRATION                      | \$424,488           | \$70,355                  | \$494,843           | \$5,332,208         | 9.28%                |
| JUVENILE SERVICES                             | \$18,611,641        | \$1,386,105               | \$19,997,746        | \$281,005,411       | 7.12%                |
| LABOR, LICENSING & REGULATION                 | \$1,762,920         | \$903,408                 | \$2,666,328         | \$20,376,446        | 13.09%               |
| LOTTERY & GAMING CONTROL                      | \$374,161           | \$45,626,661              | \$46,000,822        | \$241,293,530       | 19.06%               |
| MILITARY DEPARTMENT                           | \$333,336           | \$1,728,030               | \$2,061,366         | \$6,831,513         | 30.17%               |
| MORGAN STATE UNIVERSITY                       | \$1,595,166         | \$215,008                 | \$1,810,174         | \$20,428,366        | 8.86%                |
| MOTOR VEHICLE ADMINISTRATION                  | \$3,536,827         | \$3,368,030               | \$6,904,857         | \$61,263,499        | 11.27%               |
| NATURAL RESOURCES                             | \$932,563           | \$280,782                 | \$1,213,345         | \$30,787,736        | 3.94%                |
| PEOPLE'S COUNSEL                              | \$52,849            | \$0                       | \$52,849            | \$1,330,000         | 3.97%                |
| PLANNING                                      | \$112,129           | \$0                       | \$112,129           | \$1,500,650         | 7.47%                |
| PORT ADMINISTRATION                           | \$3,711,627         | \$5,340,189               | \$9,051,816         | \$36,326,853        | 24.92%               |
| PUBLIC DEFENDER                               | \$1,093,514         | \$12,278                  | \$1,105,792         | \$12,348,113        | 8.96%                |
| PUBLIC SAFETY & CORRECTIONS                   | \$80,406,713        | \$10,409,624              | \$90,816,337        | \$168,572,137       | 53.87%               |
| PUBLIC SCHOOL CONSTRUCTION                    | \$87,996,567        | \$230,024,518             | \$318,021,085       | \$887,611,156       | 35.83%               |
| PUBLIC SERVICE COMMISSION                     | \$77,063            | \$0                       | \$77,063            | \$991,094           | 7.78%                |
| PUBLIC TELEVISION                             | \$183,777           | \$165,628                 | \$349,405           | \$8,647,234         | 4.04%                |
| PUBLIC WORKS                                  | \$4,814             | \$0                       | \$4,814             | \$23,401            | 20.57%               |
| SAINT MARY'S COLLEGE                          | \$2,296,382         | \$854,099                 | \$3,150,481         | \$15,419,776        | 20.43%               |
| SALISBURY UNIVERSITY                          | \$1,604,975         | \$357,038                 | \$1,962,013         | \$18,428,454        | 10.65%               |
| STADIUM AUTHORITY                             | \$13,279,550        | \$86,970,503              | \$100,250,053       | \$310,072,712       | 32.33%               |
| STATE HIGHWAY ADMINISTRATION                  | \$106,542,664       | \$230,488,739             | \$337,031,403       | \$1,588,953,278     | 21.21%               |
| STATE POLICE                                  | \$2,458,685         | \$412,590                 | \$2,871,275         | \$24,150,934        | 11.89%               |
| STATE RETIREMENT AGENCY                       | \$436,543           | \$99,591                  | \$536,134           | \$1,974,891         | 27.15%               |
| SUBSEQUENT INJURY FUND                        | \$25,941            | \$0                       | \$25,941            | \$56,897            | 45.59%               |
| TOWSON UNIVERSITY                             | \$3,554,827         | \$4,364,917               | \$7,919,744         | \$56,005,253        | 14.14%               |
| TRANSIT ADMINISTRATION                        | \$16,594,233        | \$64,303,356              | \$80,897,589        | \$490,216,428       | 16.50%               |

Exhibit B: FY2017 MBE Awards by Participating Agency/Department (continued)

| FY2017<br>State Procurement Agency/Department | MBE Prime<br>Awards  | MBE Subcontract<br>Awards | Total<br>MBE Awards    | Total<br>All Awards    | MBE<br>Participation |
|---|----------------------|---------------------------|------------------------|------------------------|----------------------|
| TRANSPORTATION (TSO)                          | \$16,246,684         | \$24,301,691              | \$40,548,375           | \$145,252,994          | 27.92%               |
| TRANSPORTATION AUTHORITY                      | \$15,974,421         | \$45,292,781              | \$61,267,202           | \$276,058,672          | 22.19%               |
| TREASURER'S OFFICE                            | \$285,690            | \$16,875                  | \$302,565              | \$11,711,308           | 2.58%                |
| U OF MD, BALTIMORE                            | \$8,439,786          | \$31,892,916              | \$40,332,702           | \$221,350,474          | 18.22%               |
| U OF MD, BALTIMORE COUNTY                     | \$1,220,479          | \$3,432,453               | \$4,652,932            | \$65,858,726           | 7.07%                |
| U OF MD, COLLEGE PARK                         | \$20,738,960         | \$72,155,029              | \$92,893,989           | \$517,396,199          | 17.95%               |
| U OF MD, EASTERN SHORE                        | \$1,466,533          | \$333,033                 | \$1,799,566            | \$18,627,468           | 9.66%                |
| U OF MD, UNIVERSITY COLLEGE                   | \$793,167            | \$4,127,075               | \$4,920,242            | \$89,558,213           | 5.49%                |
| UNIVERSITY OF BALTIMORE                       | \$976,337            | \$149,124                 | \$1,125,461            | \$13,545,353           | 8.31%                |
| VETERAN AFFAIRS                               | \$38,283             | \$5,404,459               | \$5,442,742            | \$57,041,275           | 9.54%                |
| WORKERS' COMPENSATION COMMISSION              | \$157,171            | \$3,932                   | \$161,103              | \$814,174              | 19.79%               |
| <b>TOTAL</b>                                  | <b>\$534,192,202</b> | <b>\$1,005,829,912</b>    | <b>\$1,540,022,114</b> | <b>\$7,338,106,678</b> | <b>20.99%</b>        |

Exhibit C: FY2017 MBE Awards by Classification

| FY2017<br>MBE Classification | MBE<br>Prime<br>Awards | MBE<br>Subcontract<br>Awards | Total<br>MBE<br>Awards | Total MBE<br>Awards | Total Statewide<br>Awards |
|------------------------------|------------------------|------------------------------|------------------------|---------------------|---------------------------|
| Total African American       | \$106,878,113          | \$378,572,610                | \$485,450,723          | 32%                 | 6.62%                     |
| Total Asian American         | \$82,732,946           | \$207,802,480                | \$290,535,426          | 18.87%              | 3.96%                     |
| Total Hispanic American      | \$93,474,302           | \$98,650,676                 | \$192,124,978          | 12.48%              | 2.62%                     |
| Total Native American        | \$1,399,070            | \$15,821,927                 | \$17,220,997           | 1.12%               | 0.23%                     |
| Women                        | \$249,546,025          | \$304,773,169                | \$554,319,194          | 35.99%              | 7.55%                     |
| Disabled                     | \$161,746              | \$209,050                    | \$370,796              | 0.02%               | 0.01%                     |
| <b>TOTAL MBE Awards</b>      | <b>\$534,192,202</b>   | <b>\$1,005,829,912</b>       | <b>\$1,540,022,114</b> | <b>100.00%</b>      | <b>20.99%</b>             |
| TOTAL Statewide Awards       |                        |                              |                        |                     | \$ 7,338,106,678          |

Exhibit D: FY2017 MBE Awards by Procurement Category

| FY2017<br>Procurement Category                 | Total Prime<br>Awards  | MBE Prime<br>Awards  | MBE<br>Subcontract<br>Awards | Total MBE<br>Awards    | MBE<br>Participation |
|--|------------------------|----------------------|------------------------------|------------------------|----------------------|
| Architectural                                  | \$199,423,786          | \$1,483,487          | \$47,698,096                 | \$49,181,583           | 24.66%               |
| Engineering                                    | \$541,847,306          | \$7,460,451          | \$142,019,645                | \$149,480,096          | 27.59%               |
| Construction                                   | \$2,849,708,148        | \$181,157,660        | \$585,083,324                | \$766,240,984          | 26.89%               |
| Construction Related Services                  | \$58,433,938           | \$5,538,613          | \$7,266,444                  | \$12,805,057           | 21.91%               |
| Maintenance                                    | \$431,606,042          | \$42,896,133         | \$36,421,620                 | \$79,317,753           | 18.38%               |
| Services                                       | \$1,403,359,172        | \$142,077,920        | \$143,980,178                | \$286,058,098          | 20.38%               |
| Supplies & Equipment                           | \$498,498,177          | \$24,185,656         | \$3,131,807                  | \$27,317,463           | 5.48%                |
| IT Services                                    | \$292,824,050          | \$62,272,555         | \$34,790,111                 | \$97,062,666           | 33.15%               |
| IT Supplies & Equipment                        | \$171,938,418          | \$21,084,402         | \$210,145                    | \$21,294,547           | 12.38%               |
| Human, Cultural, Social & Educational Services | \$429,047,307          | \$21,402,495         | \$5,228,542                  | \$26,631,037           | 6.21%                |
| Corporate Credit Card                          | \$216,421,534          | \$10,522,768         | \$0                          | \$10,522,768           | 4.86%                |
| Direct Voucher                                 | \$244,998,800          | \$14,110,062         | \$0                          | \$14,110,062           | 5.76%                |
| <b>TOTAL</b>                                   | <b>\$7,338,106,678</b> | <b>\$534,192,202</b> | <b>\$1,005,829,912</b>       | <b>\$1,540,022,114</b> | <b>20.99%</b>        |

Exhibit E: FY2017 MBE Payment by Participating Agency/Department

| FY2017<br>State Procurement Agency/Department | MBE<br>Prime<br>Payments | MBE<br>Subcontractor<br>Payments | Total<br>MBE<br>Payments |
|---|--------------------------|----------------------------------|--------------------------|
| AGRICULTURE                                   | \$381,074                | \$0                              | \$381,074                |
| ASSESSMENTS & TAXATION                        | \$156,945                | \$13,847                         | \$170,792                |
| ATTORNEY GENERAL                              | \$103,889                | \$48,674                         | \$152,562                |
| AVIATION ADMINISTRATION                       | \$10,569,007             | \$65,010,180                     | \$75,579,186             |
| BALTIMORE CITY COMMUNITY COLLEGE              | \$0                      | \$4,239,805                      | \$4,239,805              |
| BOARD OF ELECTIONS                            | \$3,612,211              | \$3,122,621                      | \$6,734,832              |
| BOWIE STATE UNIVERSITY                        | \$6,256,367              | \$0                              | \$6,256,367              |
| BUDGET & MANAGEMENT                           | \$1,540,024              | \$6,866,753                      | \$8,406,776              |
| CANAL PLACE PRESERVATION                      | \$0                      | \$0                              | \$0                      |
| COMMERCE                                      | \$261,885                | \$247,261                        | \$509,146                |
| COMPTROLLER                                   | \$1,264,785              | \$3,643,611                      | \$4,908,395              |
| COPPIN STATE UNIVERSITY                       | \$1,119,008              | \$1,341,013                      | \$2,460,021              |
| EDUCATION                                     | \$10,399,267             | \$11,482,321                     | \$21,881,588             |
| ENVIRONMENT                                   | \$336,602                | \$279,935                        | \$616,538                |
| ENVIRONMENTAL SERVICES                        | \$3,948,991              | \$10,954,553                     | \$14,903,544             |
| EXECUTIVE DEPARTMENT                          | \$418,754                | \$227,455                        | \$646,210                |
| FOOD CENTER AUTHORITY                         | \$189,472                | \$164,400                        | \$353,872                |
| FROSTBURG STATE UNIVERSITY                    | \$876,997                | \$219,393                        | \$1,096,390              |
| GENERAL SERVICES                              | \$141,151                | \$2,628,345                      | \$2,769,496              |
| HEALTH  | \$5,063,175              | \$10,521,935                     | \$15,585,110             |
| HIGHER EDUCATION COMMISSION                   | \$0                      | \$0                              | \$0                      |
| HIGHWAY ADMINISTRATION                        | \$90,480,948             | \$90,576,945                     | \$181,057,893            |
| HOUSING AND COMMUNITY DEVELOPMENT             | \$2,303,673              | \$4,359,846                      | \$6,663,520              |
| HUMAN RELATIONS COMMISSION                    | \$9,479                  | \$0                              | \$9,479                  |
| HUMAN SERVICES                                | \$0                      | \$24,289,159                     | \$24,289,159             |
| INFORMATION TECHNOLOGY                        | \$666,606                | \$20,624,451                     | \$21,291,057             |
| INSURANCE ADMINISTRATION                      | \$588,768                | \$0                              | \$588,768                |
| JUVENILE SERVICES                             | \$7,948,916              | \$1,936,079                      | \$9,884,995              |
| LABOR, LICENSING, & REGULATION                | \$2,880,888              | \$7,251,151                      | \$10,132,039             |
| LOTTERY & GAMING CONTROL                      | \$512,954                | \$20,796,435                     | \$21,309,390             |
| MILITARY DEPARTMENT                           | \$405,759                | \$0                              | \$405,759                |
| MORGAN STATE UNIVERSITY                       | \$32,113                 | \$22,465,524                     | \$22,497,637             |
| MOTOR VEHICLE ADMINISTRATION                  | \$1,821,869              | \$4,402,662                      | \$6,224,532              |
| NATURAL RESOURCES                             | \$0                      | \$847,351                        | \$847,351                |
| PLANNING                                      | \$98,788                 | \$0                              | \$98,788                 |
| PORT ADMINISTRATION                           | \$1,112,441              | \$16,961,267                     | \$18,073,708             |
| PUBLIC DEFENDER                               | \$1,376,964              | \$8,312                          | \$1,385,276              |
| PUBLIC SAFETY & CORRECTIONS                   | \$94,364,018             | \$73,200,186                     | \$167,564,204            |
| PUBLIC SCHOOL CONSTRUCTION                    | \$46,089,437             | \$227,541,649                    | \$273,631,086            |
| PUBLIC SERVICE COMMISSION                     | \$154,212                | \$157,876                        | \$312,088                |
| PUBLIC TELEVISION                             | \$108,902                | \$165,628                        | \$274,530                |
| SALISBURY UNIVERSITY                          | \$302,959                | \$198,779                        | \$501,738                |
| ST. MARY'S COLLEGE                            | \$1,143,111              | \$8,694,202                      | \$9,837,314              |
| STADIUM AUTHORITY                             | \$6,952,584              | \$29,979,238                     | \$36,931,822             |
| STATE POLICE                                  | \$4,109,356              | \$40,817                         | \$4,150,173              |
| STATE PROSECUTOR                              | \$1,059                  | \$0                              | \$1,059                  |
| STATE RETIREMENT AGENCY                       | \$1,948,729              | \$900,593                        | \$2,849,322              |
| TOWSON UNIVERSITY                             | \$2,989,026              | \$3,739,255                      | \$6,728,281              |
| TRANSIT ADMINISTRATION                        | \$11,765,263             | \$66,132,840                     | \$77,898,103             |

Exhibit E: FY2017 MBE Payment by Participating Agency/Department (continued)

| FY2017<br>State Procurement Agency/Department | MBE<br>Prime<br>Payments | MBE<br>Subcontractor<br>Payments | Total<br>MBE<br>Payments |
|---|--------------------------|----------------------------------|--------------------------|
| TRANSPORTATION (TSO)                          | \$0                      | \$8,069,753                      | \$8,069,753              |
| TRANSPORTATION AUTHORITY                      | \$10,149,342             | \$63,430,176                     | \$73,579,518             |
| TREASURER'S OFFICE                            | \$198,793                | \$133,675                        | \$332,468                |
| U OF MD, BALTIMORE                            | \$9,541,492              | \$20,500,072                     | \$30,041,564             |
| U OF MD, BALTIMORE COUNTY                     | \$538,571                | \$20,148,219                     | \$20,686,790             |
| U OF MD, COLLEGE PARK                         | \$15,948,855             | \$70,272,360                     | \$86,221,215             |
| U OF MD, EASTERN SHORE                        | \$1,282,842              | \$312,258                        | \$1,595,101              |
| U OF MD, UNIVERSITY COLLEGE                   | \$775,549                | \$5,221,500                      | \$5,997,049              |
| UNIVERSITY OF BALTIMORE                       | \$1,081,671              | \$330,153                        | \$1,411,824              |
| VETERAN AFFAIRS                               | \$128,599                | \$5,946,534                      | \$6,075,133              |
| WORKERS' COMPENSATION COMMISSION              | \$301,304                | \$22,095                         | \$323,399                |
| <b>TOTAL</b>                                  | <b>\$366,755,446</b>     | <b>\$940,669,141</b>             | <b>\$1,307,424,587</b>   |

Exhibit F: FY2017 MBE Payment by Classification

| FY2017<br>MBE Classification | MBE<br>Prime<br>Payments | MBE<br>Subcontract<br>Payments | Total<br>MBE<br>Payments | % of Total MBE<br>Procurement |
|------------------------------|--------------------------|--------------------------------|--------------------------|-------------------------------|
| Total African American       | \$71,830,101             | \$369,830,973                  | \$441,661,073            | 33.8%                         |
| Total Asian American         | \$64,710,420             | \$180,615,532                  | \$245,325,951            | 18.8%                         |
| Total Hispanic American      | \$64,575,432             | \$102,351,323                  | \$166,926,755            | 12.8%                         |
| Total Native American        | \$1,306,713              | \$13,846,292                   | \$15,153,005             | 1.2%                          |
| Women                        | \$163,468,735            | \$273,858,356                  | \$437,327,091            | 33.45%                        |
| Disabled                     | \$271,519                | \$150,613                      | \$422,132                | 0.03%                         |
| Disadvantaged                | \$592,526                | \$16,053                       | \$608,580                | 0.05%                         |
| <b>TOTAL</b>                 | <b>\$366,755,446</b>     | <b>\$940,669,141</b>           | <b>\$1,307,424,587</b>   | <b>100%</b>                   |



**Jimmy Rhee**

Special Secretary

**James King**

Director, Policy and Legislative Affairs

**Alison Tavik**

Director, Communications

**Lisa Sanford**

Manager, MBE Compliance

**Lisa M. Sennaar**

Manager, SBR Compliance

**Gerald Stinnett**

Manager, VLT Operations

**Eduardo Hayden**

Manager, Small Business Outreach

**Chantal Kai-Lewis**

Legal & Policy Advisor



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

**Governor's Coordinating Offices  
100 Community Place  
Crownsville, MD 21032**

**410-697-9600  
877-558-0998 (Toll Free)**

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