

ANNUAL REPORT FY2018

Small Business
Reserve (SBR)
Program

Minority Business
Enterprise (MBE)
Program



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



Larry Hogan
Governor



Boyd K. Rutherford
Lt. Governor



Jimmy Rhee
Special Secretary

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, women, and veteran 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, women, and veterans.





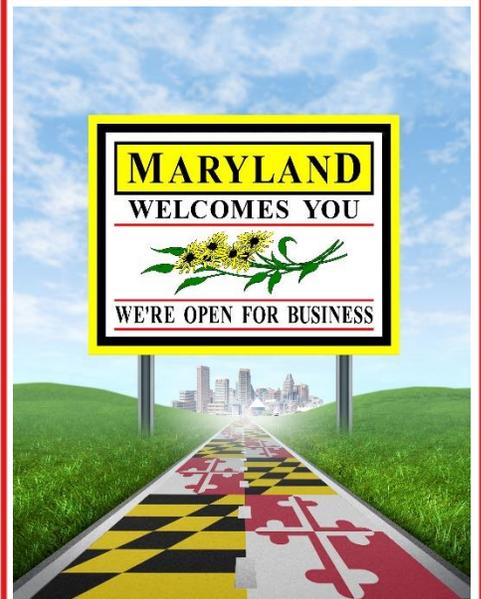
**Firms to Receive
Payment as an SBR**

1,732



SBR Payments

\$410 M



MBE Awards

\$1.3 B



**Firms to Receive
Payment as an MBE**

1,685



MBE Payments

\$1.1 B



Outreach Events

174



Businesses Served

16,780



Message from Special Secretary Rhee



Dear Friends,

Welcome to the Governor's Office of Small, Minority & Women Business Affairs' Annual Report for Fiscal Year 2018.

Maryland is open for business, and the Governor's Office of Small, Minority & Women Business Affairs is helping entrepreneurs connect to state contracting opportunities through our Small Business Reserve, Minority Business Enterprise, and Veteran-Owned Small Business Enterprise procurement programs.

Diversity, entrepreneurship, and innovation are invigorating our small business community. Together, we are making Maryland the best place in America to live, raise a family, and own a business.

Sincerely,

Jimmy Rhee
Special Secretary



EXECUTIVE SUMMARY

Overview

The Governor's Office of Small, Minority & Women Business Affairs has oversight of the Small Business Reserve (SBR), the Minority Business Enterprise (MBE), and the Veteran-Owned Small Business Enterprise (VSBE) procurement programs. Internally, we are charged with working collaboratively to maximize participation on State-funded contracts with small, minority, women, and veteran-owned businesses, and reporting the annual performance of these programs. Externally, we conduct outreach and educational programs to help all 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 <https://gomdsmallbiz.maryland.gov>.



Small Business Reserve (SBR) Program

Maryland's SBR Program was founded in 2004. It 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 66 designated agencies/departments that are required to spend at least 15 percent of their total fiscal year procurement expenditures with SBR vendors.

Vendors must meet the program's small business eligibility standards and complete an online certification process. Once registered, SBR vendors are required to renew annually. There is no cost to obtain SBR certification or to participate in this program. Learn more by visiting the "SBR Program" page at <https://gomdsmallbiz.maryland.gov>.

In FY2018, the SBR Program was impacted by three significant legislative changes as a result of recommendations from the Commission to Modernize State Procurement:

1. The number of designated agencies and departments required to participate in the program increased from 23 to 66.
2. The set-aside increased 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.

When an SBR vendor wins a "designated" contract, it competed within the exclusive pool of SBR

vendors. An “incidental” payment refers to a payment made to an SBR vendor where the initial procurement was not specifically designated as SBR, therefore the SBR vendor competed and won in the open market. Regulations previously allowed both designated and incidental payments to be counted toward achievement of the set-aside. As the program has matured, the vast majority of SBR payments were being made to SBR vendors who won in the open market, indicating there is sufficient competition for procurements to be specifically and intentionally designated for the SBR Program.

Expanding participation to more agencies/ departments and increasing the set-aside demonstrates the Hogan Administration’s commitment to engaging more small businesses in prime contracting opportunities with State agencies.

All designated agencies/departments are required to submit performance data to the Governor’s Office of Small, Minority & Women Business Affairs. The following units did not submit SBR payment data for the 2018 fiscal year: Board of Public Works, Canal Place Preservation & Development Authority, Higher Education Commission, Maryland Teachers & State Employees Supplemental Retirement Plans, People’s Counsel, Public Broadcasting Commission, and Subsequent Injury Fund. We believe the absence of this data has a negligible impact on the payment data reported.

During the FY2018, the SBR Program achieved 2.4 percent designated participation (Exhibit A), which serves as the baseline for this new performance measure. Total SBR Participation, the combination of both designated and incidental awards, was 10.2 percent, an 8 percent increase from 9.4 percent in FY2017. Total SBR Payments in FY2018 rose to \$408.9 million, a 5 percent increase from \$389.7 million the previous fiscal year.

Now that the baseline has been established, the Governor’s Office of Small, Minority & Women Business Affairs will be focused on promoting best practices for the designation of procurements to the SBR program. Procurement officers make

designations at the agency/department level. By promoting best practices through in-person training sessions with SBR Liaisons, State agencies/ departments are put in a better position to achieve SBR goals. We also maintain the online SBR Toolkit as a resource to liaisons and procurement officers, and continue to address relevant topics as a participant at the bi-monthly meetings of the State’s Senior Procurement Advisory Group.

In addition, we actively promote enrollment in the SBR Program at outreach programs such as the Ready, Set, GROW Procurement Connections Workshop and the Technical Training Classroom in addition to online and social media platforms. Increasing the pool of certified vendors will have a positive influence on the ability for procurement officers to set SBR designations during the procurement process.



Minority Business Enterprise (MBE) Program

Maryland's MBE Program was established in 1978. It is an economic development tool intended to increase procurement opportunities for minority and women-owned firms within the State contracting arena. This race and gender-specific procurement program applies to 70 agencies and departments. The overall statewide MBE goal is 29 percent. Goals are determined on a contract-by-contract basis. Only the work of certified MBEs can be counted toward achievement of an established contract goal.

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. Once certified, firms must renew every two years to remain in the program. There is no cost to obtain MBE certification or to participate in this program. Learn more by visiting the "MBE Program" page at <https://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 Maryland Teachers and Employee Supplemental Retirement Fund, did not submit MBE award data for this reporting period. The Maryland School for the Deaf, Maryland Teachers and Employee Supplemental Retirement Fund, and the Subsequent Injury Fund did not submit MBE payment data. We believe the absence of this data has a negligible impact on the award and 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 FY2018, the MBE Program achieved 15.1 percent across the participating agencies/departments (Exhibit B). This represents a decrease from 20.9 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).

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 decreased to \$1.1 billion in FY2018 as compared to \$1.3 billion in FY2017 (Exhibit E). We also look at payment data by classification (Exhibit F).

The decline in the MBE Program's overall achievement goal is of great concern to the Governor's Office of Small, Minority & Women Business Affairs. We will actively promote best practices for setting MBE goals and increase training for liaisons and procurement officers. At the same time, we will consult with agency/department personnel to identify barriers that may be preventing greater MBE utilization and proactively seek remedies.

Increasing the pool of certified vendors should have a positive influence on the procurement officers' ability to set MBE goals during the procurement process. We will continue to actively promote certification in the MBE Program at outreach events such as the Ready, Set, GROW Procurement Connections Workshop and the Technical Training Classroom. These programs help small, minority, and women-owned businesses connect with procurement officers and understand how to navigate the procurement process so they can compete with greater confidence.



Veteran-Owned Small Business Enterprise (VSBE) Program

Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program was enacted in 2010 to enhance opportunities for veteran-owned small businesses to participate in State-funded procurements. This program has an overall statewide goal of 1 percent, and applies to 46 participating agencies/departments. Goals are determined on a contract-by-contract basis. Only the work of certified VSBEs can be counted toward achievement of an established contract goal.

Vendors must meet the eligibility standards for size and ownership, and obtain verification of their veteran status. There is no cost to obtain VSBE certification or to participate in this program. Learn more by visiting the "VSBE Program" page at <https://gomdsmallbiz.maryland.gov>

In 2018 the VSBE Program was impacted by two legislative changes. First, authority for administering the VSBE Program was transferred from the Board of Public Works (BPW) to the

Governor's Office of Small, Minority & Women Business Affairs. In FY2018, the annual report on VSBE participation, prepared by the BPW, reports the program achieved 2.1 percent, a 328 percent increase from 0.49 percent the prior year. This is the first year the VSBE Program has met its goal. The full report is available on the "Publications" page of their website at <https://bpw.maryland.gov>. Beginning in FY2019, the report will be prepared by the Governor's Office of Small, Minority & Women Business Affairs. Second, verification of veteran status can now be obtained from either the Maryland Department of Veterans Affairs or the U.S. Department of Veteran Affairs Center for Verification and Evaluation (VetBiz).

As with the other procurement programs, increasing the pool of certified vendors should have a positive influence on the procurement officer's ability to set VSBE goals. To build greater awareness, we will actively promote the program at all outreach events and conduct special events in collaboration with the Maryland Department of Veterans Affairs.



Exhibit A: FY2018 SBR Agency/Department Participation

FY2018 SBR Participating Agency/Department	Designated Payments	Incidental Payments	Total SBR Payments	Total All Payments	Total SBR Participation	SBR Designated Participation
AGING	\$15,311	\$29,440	\$44,752	\$565,878	7.91%	2.71%
AGRICULTURE	\$2,106	\$480,787	\$482,893	\$2,824,115	17.10%	0.07%
ARCHIVES	\$406	\$325,852	\$326,258	\$959,107	34.02%	0.04%
ASSESSMENTS & TAXATION	\$45,103	\$0	\$45,103	\$1,786,539	2.52%	2.52%
ATTORNEY GENERAL	\$60,764	\$12,258	\$73,022	\$215,788	33.84%	28.16%
AVIATION ADMINISTRATION	\$4,548,204	\$7,241,047	\$11,789,251	\$179,518,665	6.57%	2.53%
BALTIMORE CITY COMMUNITY COLLEGE	\$422,465	\$0	\$422,465	\$5,253,161	8.04%	8.04%
STATE BOARD OF ELECTIONS	\$81,398	\$2,482,216	\$2,563,614	\$16,026,155	16.00%	0.51%
BOWIE STATE UNIVERSITY	\$242,495	\$1,407,542	\$1,650,037	\$8,749,711	18.86%	2.77%
BUDGET & MANAGEMENT	\$114,991	\$755,088	\$870,079	\$226,491,156	0.38%	0.05%
COMMERCE	\$86,441	\$156,004	\$242,445	\$3,332,045	7.28%	2.59%
COMMISSION ON CIVIL RIGHTS	\$96	\$474	\$570	\$117,696	0.48%	0.08%
COMPTRROLLER OF MARYLAND	\$213,479	\$2,534,949	\$2,748,428	\$15,305,560	17.96%	1.39%
COPPIN STATE UNVERSITY	\$441,796	\$474,577	\$916,373	\$14,045,862	6.52%	3.15%
DEAF, SCHOOL OF	\$255,615	\$0	\$255,615	\$2,508,600	10.19%	10.19%
EDUCATION	\$754,254	\$7,078,623	\$7,832,877	\$63,836,695	12.27%	1.18%
ENVIRONMENT	\$250,462	\$873,873	\$1,124,335	\$5,756,351	19.53%	4.35%
ENVIRONMENTAL SERVICE	\$12,440	\$5,310,304	\$5,322,744	\$50,025,864	10.64%	0.02%
EXECUTIVE DEPARTMENT	\$901,387	\$0	\$901,387	\$9,282,800	9.71%	9.71%
FOOD CENTER AUTHORITY	\$16,713	\$1,008,203	\$1,024,916	\$3,127,205	32.77%	0.53%
FROSTBURG STATE UNIVERSITY	\$977,369	\$538,082	\$1,515,451	\$8,252,647	18.36%	11.84%
GENERAL SERVICES	\$7,472,878	\$16,836,724	\$24,309,602	\$127,220,420	19.11%	5.87%
HEALTH	\$3,112,528	\$18,731,446	\$21,843,974	\$261,166,145	8.36%	1.19%
HOUSING & COMMUNITY DEVELOPMENT	\$469,668	\$5,959,168	\$6,428,837	\$18,449,384	34.85%	2.55%
HUMAN SERVICES	\$1,110,585	\$8,751,835	\$9,862,419	\$152,868,270	6.45%	0.73%
INFORMATION TECHNOLOGY	\$346,035	\$8,792,986	\$9,139,021	\$71,917,570	12.71%	0.48%
INSURANCE ADMINISTRATION	\$32,198	\$264,872	\$297,070	\$1,440,911	20.62%	2.23%
JUVENILE SERVICES	\$1,490,260	\$2,057,659	\$3,547,919	\$32,978,149	10.76%	4.52%
LABOR, LICENSING & REGULATION	\$1,670,854	\$1,752,123	\$3,422,977	\$30,398,001	11.26%	5.50%
LOTTERY & GAMING CONTROL AGENCY	\$856,999	\$2,242	\$859,241	\$65,401,192	1.31%	1.31%
MILITARY DEPARTMENT	\$124,109	\$127,982	\$252,091	\$3,360,157	7.50%	3.69%
MORGAN STATE UNIVERSITY	\$1,406,539	\$897,727	\$2,304,266	\$33,721,010	6.83%	4.17%
MOTOR VEHICLE ADMINISTRATION	\$2,289,513	\$5,351,008	\$7,640,521	\$36,432,218	20.97%	6.28%
NATURAL RESOURCES	\$578,931	\$1,608,035	\$2,186,966	\$30,554,837	7.16%	1.89%
PLANNING	\$21,597	\$0	\$21,597	\$888,277	2.43%	2.43%
PORT ADMINISTRATION	\$4,059,303	\$2,262,430	\$6,321,733	\$38,771,901	16.30%	10.47%
PUBLIC DEFENDER	\$632,575	\$10,587,536	\$11,220,111	\$11,554,800	97.10%	5.47%
PUBLIC SAFETY & CORRECTIONS	\$2,818,065	\$34,357,389	\$37,175,454	\$45,228,065	82.20%	6.23%
PUBLIC SERVICE COMMISSION	\$55,500	\$32,472	\$87,972	\$706,322	12.45%	7.86%
SALISBURY STATE UNIVERSITY	\$1,544,825	\$3,098,707	\$4,643,532	\$18,225,032	25.48%	8.48%
STADIUM AUTHORITY	\$4,713,418	\$17,244,396	\$21,957,814	\$231,255,979	9.50%	2.04%
STATE HIGHWAY ADMINISTRATION	\$4,780,757	\$42,334,458	\$47,115,215	\$532,844,230	8.84%	0.90%
STATE POLICE	\$8,072,688	\$2,443,238	\$10,515,926	\$40,635,178	25.88%	19.87%
STATE PROSECUTOR	\$0	\$0	\$0	\$129,073	0.00%	0.00%
STATE RETIREMENT AGENCY	\$542,926	\$88,797	\$631,723	\$4,457,478	14.17%	12.18%
TAX COURT	\$0	\$0	\$0	\$19,852	0.00%	0.00%
TOWSON UNIVERSITY	\$2,147,829	\$10,973,479	\$13,121,308	\$62,923,444	20.85%	3.41%
TRANSIT ADMINISTRATION	\$5,428,938	\$28,830,247	\$34,259,185	\$539,512,507	6.35%	1.01%
TRANSPORTATION (TSO)	\$2,377,848	\$3,372,830	\$5,750,679	\$50,833,821	11.31%	4.68%
TRANSPORTATION AUTHORITY	\$12,210,218	\$7,342,039	\$19,552,257	\$370,448,574	5.28%	3.30%
TREASURER	\$349,330	\$23,872	\$373,202	\$4,082,807	9.14%	8.56%
U OF MD, BALTIMORE	\$3,126,304	\$10,920,968	\$14,047,272	\$168,963,321	8.31%	1.85%
U OF MD, BALTIMORE COUNTY	\$3,229,752	\$2,190,696	\$5,420,448	\$94,378,245	5.74%	3.42%
U OF MD, COLLEGE PARK	\$7,104,157	\$11,219,402	\$18,323,559	\$182,627,734	10.03%	3.89%
U OF MD, EASTERN SHORE	\$332,388	\$1,216,810	\$1,549,198	\$14,226,735	10.89%	2.34%
U OF MD, UNIVERSITY COLLEGE	\$315,287	\$19,332,188	\$19,647,475	\$88,800,544	22.13%	0.36%
UNIVERSITY OF BALTIMORE	\$146,726	\$3,640,298	\$3,787,024	\$17,910,601	21.14%	0.82%
VETERANS AFFAIRS	\$43,785	\$80,617	\$124,402	\$813,321	15.30%	5.38%
WORKERS' COMPENSATION COMMISSION	\$207,082	\$829,506	\$1,036,588	\$1,091,767	94.95%	18.97%
TOTAL	\$94,665,690	\$314,265,501	\$408,931,193	\$4,005,219,472	10.21%	2.36%

Exhibit B: FY2018 MBE Awards by Participating Agency/Department

FY2018 State Procurement Agency / Department	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL Awards	MBE Participation
AGING	\$49,411	\$0	\$49,411	\$783,039	6.31%
AGRICULTURE	\$182,646	\$0	\$182,646	\$3,945,153	4.63%
ARCHIVES	\$220,586	\$0	\$220,586	\$525,557	41.97%
ASSESSMENTS & TAXATION	\$140,562	\$15,800	\$156,362	\$2,455,911	6.37%
ATTORNEY GENERAL	\$251,196	\$0	\$251,196	\$351,463	71.47%
AVIATION ADMINISTRATION	\$4,423,265	\$26,036,104	\$30,459,369	\$149,263,176	20.41%
BALTIMORE CITY COMMUNITY COLLEGE	\$516,573	\$0	\$516,573	\$10,068,724	5.13%
BOWIE STATE UNIVERSITY	\$2,510,670	\$0	\$2,510,670	\$11,246,907	22.32%
BUDGET & MANAGEMENT	\$26,407	\$357,750	\$384,157	\$10,056,008	3.82%
CANAL PLACE PRESERVATION	\$0	\$4,840	\$4,840	\$131,218	3.69%
COMMERCE	\$229,512	\$217,347	\$446,859	\$8,906,407	5.02%
COMPTROLLER	\$909,016	\$47,500	\$956,516	\$20,898,766	4.58%
COPPIN STATE UNIVERSITY	\$2,437,683	\$519,194	\$2,956,877	\$13,310,994	22.21%
EDUCATION	\$9,658,858	\$126,542	\$9,785,400	\$107,404,790	9.11%
ENVIRONMENT	\$1,285,559	\$0	\$1,285,559	\$5,035,600	25.53%
ENVIRONMENTAL SERVICES	\$11,382,772	\$12,947,997	\$24,330,769	\$84,703,984	28.72%
EXECUTIVE DEPARTMENT	\$309,480	\$774,371	\$1,083,851	\$12,468,609	8.69%
FOOD CENTER AUTHORITY	\$240,248	\$244,318	\$484,566	\$2,827,464	17.14%
FROSTBURG STATE UNIVERSITY	\$643,925	\$41,171	\$685,096	\$8,525,195	8.04%
GENERAL SERVICES	\$19,570,343	\$9,670,894	\$29,241,237	\$189,280,341	15.45%
HEALTH	\$5,861,106	\$1,735,133	\$7,596,239	\$217,523,551	3.49%
HIGHER EDUCATION COMMISSION	\$12,993	\$0	\$12,993	\$1,469,343	0.88%
HOUSING & COMMUNITY DEVELOPMENT	\$1,655,638	\$3,080,417	\$4,736,055	\$15,796,173	29.98%
HUMAN RELATIONS COMMISSION	\$19,806	\$0	\$19,806	\$155,534	12.73%
HUMAN SERVICES	\$12,842,708	\$41,761,046	\$54,603,754	\$909,311,847	6.00%
INFORMATION TECHNOLOGY	\$10,658,723	\$349,467	\$11,008,190	\$38,774,460	28.39%
INSURANCE ADMINISTRATION	\$142,635	\$60,703	\$203,338	\$1,671,125	12.17%
JUVENILE SERVICES	\$9,983,934	\$386,732	\$10,370,666	\$44,425,037	23.34%
LABOR, LICENSING & REGULATION	\$1,945,701	\$2,870,474	\$4,816,175	\$22,712,662	21.20%
LOTTERY & GAMING CONTROL	\$293,233	\$3,742,454	\$4,035,687	\$30,312,061	13.31%
MILITARY DEPARTMENT	\$340,271	\$0	\$340,271	\$2,596,947	13.10%
MORGAN STATE UNIVERSITY	\$955,089	\$1,840,072	\$2,795,161	\$19,609,055	14.25%
MOTOR VEHICLE ADMINISTRATION	\$3,381,704	\$15,084,266	\$18,465,970	\$87,666,817	21.06%
NATURAL RESOURCES	\$884,784	\$1,141,742	\$2,026,526	\$33,722,074	6.01%
PEOPLE'S COUNSEL	\$43,854	\$0	\$43,854	\$1,501,809	2.92%
PLANNING	\$71,963	\$0	\$71,963	\$1,797,332	4.00%
PORT ADMINISTRATION	\$6,934,795	\$2,136,236	\$9,071,031	\$46,452,365	19.53%
PUBLIC BROADCASTING COMMISSION	\$113,863	\$49,959	\$163,822	\$18,753,347	0.87%
PUBLIC DEFENDER	\$1,558,806	\$2,431	\$1,561,237	\$12,407,059	12.58%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$67,530,472	\$4,730,797	\$72,261,269	\$450,679,842	16.03%
PUBLIC SCHOOL CONSTRUCTION	\$13,589,932	\$150,294,693	\$163,884,625	\$628,155,895	26.09%
PUBLIC SERVICE COMMISSION	\$135,401	\$259,200	\$394,601	\$1,137,424	34.69%
PUBLIC WORKS	\$5,204	\$0	\$5,204	\$25,547	20.37%
SAINT MARY'S COLLEGE OF MARYLAND	\$445,247	\$1,479,572	\$1,924,819	\$23,649,320	8.14%
SALISBURY STATE UNIVERSITY	\$1,870,493	\$129,183	\$1,999,676	\$18,871,229	10.60%
SCHOOL FOR THE DEAF	\$86,942	\$0	\$86,942	\$2,167,338	4.01%
STADIUM AUTHORITY	\$3,400,317	\$34,797,515	\$38,197,832	\$154,919,256	24.66%
STATE BOARD OF ELECTIONS	\$161,156	\$3,931,056	\$4,092,212	\$17,652,217	23.18%
STATE HIGHWAY ADMINISTRATION	\$61,674,196	\$168,529,935	\$230,204,131	\$1,292,452,500	17.81%
STATE POLICE	\$3,454,491	\$0	\$3,454,491	\$21,497,866	16.07%
STATE PROSECUTOR	\$0	\$0	\$0	\$42,040	0.00%
STATE RETIREMENT AGENCY	\$13,118,108	\$5,210,937	\$18,329,045	\$37,397,762	49.01%
SUBSEQUENT INJURY FUND	\$22,522	\$0	\$22,522	\$64,816	34.75%
TAX COURT	\$1,033	\$0	\$1,033	\$19,852	5.20%
TOWSON UNIVERSITY	\$4,588,176	\$3,721,038	\$8,309,214	\$55,883,056	14.87%
TRANSIT ADMINISTRATION	\$44,431,128	\$97,789,468	\$142,220,596	\$1,189,682,977	11.95%
TRANSPORTATION (TSO)	\$16,855,014	\$4,353,643	\$21,208,657	\$58,699,682	36.13%
TRANSPORTATION AUTHORITY	\$19,472,937	\$184,865,069	\$204,338,006	\$1,397,813,308	14.62%
TREASURER	\$299,240	\$45,000	\$344,240	\$2,637,399	13.05%
U OF MD, BALTIMORE	\$6,709,670	\$58,715,675	\$65,425,345	\$300,169,700	21.80%
U OF MD, BALTIMORE COUNTY	\$1,671,994	\$8,698,689	\$10,370,683	\$94,301,171	11.00%
U OF MD, COLLEGE PARK	\$20,130,717	\$44,239,662	\$64,370,379	\$420,050,351	15.32%

Exhibit B: FY2018 MBE Awards by Participating Agency/Department (continued)

FY2018 State Procurement Agency / Department	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL Awards	MBE Participation
U OF MD, EASTERN SHORE	\$1,609,049	\$444,112	\$2,053,161	\$20,021,214	10.25%
U OF MD, UNIVERSITY COLLEGE	\$1,268,640	\$1,862,383	\$3,131,023	\$92,392,195	3.39%
UNIVERSITY OF BALTIMORE	\$982,297	\$99,040	\$1,081,337	\$13,067,864	8.27%
VETERAN AFFAIRS	\$211,345	\$6,134,049	\$6,345,394	\$179,979,882	3.53%
WORKERS' COMPENSATION COMMISSION	\$127,411	\$22,390	\$149,801	\$862,734	17.36%
TOTAL	\$396,543,450	\$905,598,066	\$1,302,141,516	\$8,623,142,340	15.10%

Exhibit C: FY2018 MBE Awards by Classification

FY2018 MBE Classification	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	Total MBE Awards	Total Statewide Awards
African American	\$88,757,675	\$302,128,865	\$390,886,540	30.02%	4.53%
Asian American	\$90,952,153	\$182,235,123	\$273,187,276	20.98%	3.17%
Hispanic American	\$43,525,146	\$96,395,275	\$139,920,420	10.75%	1.62%
Native American	\$534,323	\$21,075,923	\$21,610,246	1.66%	0.25%
Women	\$172,591,486	\$301,849,141	\$474,440,627	36.44%	5.50%
Disabled	\$182,627	\$1,913,739	\$2,096,366	0.16%	0.02%
Disadvantaged	\$41	\$0	\$41	0.00%	0.00%
TOTAL MBE Awards	\$396,543,450	\$905,598,066	\$1,302,141,516	100.00%	15.10%
TOTAL Statewide Awards					\$8,623,142,340

Exhibit D: FY2018 MBE Awards by Procurement Category

FY2018 Procurement Category	Total Prime Awards	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	MBE Participation
Architectural	\$333,335,269	\$23,500,056	\$80,332,954	\$103,833,010	31.15%
Engineering	\$359,584,502	\$12,348,280	\$106,385,842	\$118,734,122	33.02%
Construction	\$2,879,864,114	\$88,120,771	\$523,453,748	\$611,574,518	21.24%
Construction Related Services	\$31,804,655	\$2,739,521	\$5,042,771	\$7,782,292	24.47%
Maintenance	\$658,590,770	\$47,106,141	\$33,116,475	\$80,222,616	12.18%
Services	\$1,700,238,499	\$114,587,352	\$80,498,659	\$195,086,011	11.47%
Supplies & Equipment	\$739,934,874	\$17,076,777	\$18,149,243	\$35,226,020	4.76%
IT Services	\$441,618,177	\$41,683,798	\$51,288,835	\$92,972,633	21.05%
IT Supplies & Equipment	\$150,136,099	\$21,710,397	\$1,329,319	\$23,039,716	15.35%
Human, Cultural, Social & Educational Services	\$441,415,838	\$12,015,603	\$6,000,220	\$18,015,823	4.08%
Corporate Credit Card	\$238,951,485	\$9,802,432	\$0	\$9,802,432	4.10%
Direct Voucher	\$647,668,059	\$5,852,322	\$0	\$5,852,322	0.90%
TOTAL	\$8,623,142,340	\$396,543,450	\$905,598,066	\$1,302,141,516	15.10%

Exhibit E: FY2018 MBE Payment by Participating Agency/Department

FY2018 State Procurement Agency / Department	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments
AGING	\$92,893	\$0	\$92,893
AGRICULTURE	\$264,913	\$0	\$264,913
ARCHIVES	\$322,410	\$0	\$322,410
ASSESSMENTS AND TAXATION	\$70,631	\$13,216	\$83,847
ATTORNEY GENERAL	\$127,101	\$0	\$127,101
AVIATION ADMINISTRATION	\$19,571,578	\$61,024,953	\$80,596,532
BALTIMORE CITY COMMUNITY COLLEGE	\$638,684	\$0	\$638,684
BOARD OF PUBLIC WORKS	\$5,204	\$0	\$5,204
BOWIE STATE UNIVERSITY	\$1,060,502	\$1,734,238	\$2,794,740
BUDGET AND MANAGEMENT	\$1,090,649	\$6,363,520	\$7,454,169
CANAL PLACE PRESERVATION & DEVELOPMENT AUTHORITY	\$4,840	\$0	\$4,840
COMMERCE	\$523,552	\$2,166,758	\$2,690,311
COMMISSION ON CIVIL RIGHTS	\$28,867	\$0	\$28,867
COMPTROLLER OF MARYLAND	\$18,523,353	\$2,342,342	\$20,865,695
COPPIN STATE UNIVERSITY	\$2,045,579	\$519,194	\$2,564,773
TRANSPORTATION (TSO)	\$2,414,296	\$34,793,957	\$37,208,253
EDUCATION	\$14,236,024	\$3,757,479	\$17,993,503
ENVIRONMENT	\$796,435	\$0	\$796,435
ENVIRONMENTAL SERVICES	\$3,511,698	\$5,629,161	\$9,140,859
EXECUTIVE DEPARTMENT	\$386,202	\$0	\$386,202
FOOD CENTER AUTHORITY	\$204,049	\$85,314	\$289,363
FROSTBURG STATE UNIVERSITY	\$589,655	\$15,725	\$605,380
GENERAL SERVICES	\$1,175,320	\$9,086,431	\$10,261,751
HEALTH	\$2,410,878	\$9,732,263	\$12,143,141
HIGHER EDUCATION COMMISSION	\$18,525	\$0	\$18,525
HOUSING & COMMUNITY DEVELOPMENT	\$1,961,302	\$2,015,340	\$3,976,641
HUMAN SERVICES	\$13,645,741	\$18,714,353	\$32,360,094
INFORMATION TECHNOLOGY	\$12,550,212	\$7,068,455	\$19,618,667
INSURANCE ADMINISTRATION	\$0	\$0	\$0
JUVENILE SERVICES	\$7,128,760	\$1,615,636	\$8,744,396
LABOR, LICENSING & REGULATION	\$3,822,792	\$5,447,351	\$9,270,143
LOTTERY & GAMING CONTROL AGENCY	\$512,822	\$13,252,958	\$13,765,779
MILITARY DEPARTMENT	\$188,075	\$0	\$188,075
MORGAN STATE UNIVERSITY	\$1,650,944	\$8,712,535	\$10,363,479
MOTOR VEHICLE ADMINISTRATION	\$4,437,320	\$7,034,143	\$11,471,462
NATURAL RESOURCES	\$140,696	\$470,138	\$610,834
PEOPLE'S COUNSEL	\$46,199	\$0	\$46,199
PLANNING	\$0	\$0	\$0
PORT ADMINISTRATION	\$2,860,060	\$9,414,403	\$12,274,463
PUBLIC BROADCASTING COMMISSION	\$78,670	\$38,983	\$117,653
PUBLIC DEFENDER	\$1,404,983	\$1,595	\$1,406,578
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$3,212,056	\$27,847,241	\$31,059,298
PUBLIC SCHOOL CONSTRUCTION	\$33,089,218	\$166,289,165	\$199,378,383
PUBLIC SERVICE COMMISSION	\$150,957	\$104,995	\$255,952
SAINT MARY'S COLLEGE OF MARYLAND	\$460,891	\$948,269	\$1,409,160
SALISBURY STATE UNIVERSITY	\$1,444,543	\$0	\$1,444,543

Exhibit E: FY2018 MBE Payment by Participating Agency/Department (continued)

FY2018 State Procurement Agency / Department	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments
STADIUM AUTHORITY	\$7,068,234	\$63,983,289	\$71,051,523
STATE BOARD OF ELECTIONS	\$2,689,974	\$1,924,683	\$4,614,657
STATE HIGHWAY ADMINISTRATION	\$61,704,653	\$110,568,392	\$172,273,045
STATE POLICE	\$4,580,754	\$0	\$4,580,754
STATE PROSECUTOR	\$0	\$0	\$0
STATE RETIREMENT AGENCY	\$1,352,613	\$560,315	\$1,912,927
TAX COURT	\$1,033	\$0	\$1,033
TOWSON UNIVERSITY	\$4,109,326	\$4,223,579	\$8,332,905
TRANSIT ADMINISTRATION	\$22,017,903	\$40,730,947	\$62,748,849
TRANSPORTATION AUTHORITY	\$25,748,484	\$78,690,331	\$104,438,815
TREASURER	\$381,059	\$65,250	\$446,309
U OF MD, BALTIMORE	\$2,908,932	\$15,476,424	\$18,385,356
U OF MD, BALTIMORE COUNTY	\$821,219	\$20,582,815	\$21,404,034
U OF MD, COLLEGE PARK	\$9,782,998	\$42,622,730	\$52,405,728
U OF MD, EASTERN SHORE	\$1,479,942	\$444,112	\$1,924,054
U OF MD, UNIVERSITY COLLEGE	\$1,181,256	\$1,968,362	\$3,149,619
UNIVERSITY OF BALTIMORE	\$722,330	\$99,040	\$821,370
VETERANS AFFAIRS	\$42,853	\$4,714,169	\$4,757,021
WORKERS COMPENSATION COMMISSION	\$515,928	\$3,932	\$519,860
TOTAL	\$306,009,570	\$792,898,481	\$1,098,908,051

Exhibit F: FY2018 MBE Payment by Classification

FY2018 MBE Classification	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments	Total MBE Procurement
African American	\$98,259,225	\$295,827,629	\$394,086,854	35.86%
Asian American	\$58,623,046	\$138,803,644	\$197,426,691	17.97%
Hispanic American	\$38,353,426	\$101,560,144	\$139,913,570	12.73%
Native American	\$1,199,508	\$15,419,323	\$16,618,831	1.51%
Women	\$109,233,562	\$240,643,677	\$349,877,239	31.84%
Disabled	\$340,803	\$216,925	\$557,728	0.05%
Disadvantaged	\$0	\$427,140	\$427,140	0.04%
TOTAL	\$306,009,570	\$792,898,481	\$1,098,908,051	100%



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