

ANNUAL REPORT

FY2019

Small Business
Reserve (SBR)
Program

Minority Business
Enterprise (MBE)
Program

Veteran-Owned Small
Business Enterprise
(VSBE) 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.





VSBE Awards

\$34 M



**Firms to Receive
Payment as an SBR**

1,788



SBR Payments

\$477 M



MBE Awards

\$1.4 B



**Firms to Receive
Payment as an MBE**

1,269



MBE Payments

\$1.3 B



Outreach Events

168



Businesses Served

26,780



**Customer
Satisfaction Rating**

97%



Message from Special Secretary Rhee



Dear Friends,

Welcome to the Governor's Office of Small, Minority & Women Business Affairs' Annual Report for Fiscal Year 2019.

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 important elements of our economy. Our passionate team is committed to the success of Maryland's small business community and it is our pleasure to work collaboratively with state agencies, small business resource providers, and stakeholder organizations from every region of the state. Together we are doing great things to help Maryland's small, minority, women, and veteran businesses compete with confidence.

Thank you for your continued support and we look forward to working with you in the future.

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 free outreach and educational programs to help all small businesses compete with confidence in both the public and private sectors. Our small but mighty staff of subject-matter-experts actively participate in our two signature outreach programs. The Technical Training Classroom offers 22 small-group classes on a broad range of topics that help business owners improve managerial efficiency and gain an insightful understanding of the government contracting arena. Our Ready, Set, GROW! Procurement Connections Workshops are held bi-monthly at locations around the state to connect vendors with state, county, and local government buyers who are eager to do business with small, minority, women, and veteran business owners.

We seek feedback from participants after each event. In FY2019, the Governor's Office of Small, Minority & Women Business Affairs had an overall satisfaction rating of 97 percent, the highest of all state agencies. Learn more about our outreach programs 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 certified 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" web page at <https://gomdsmallbiz.maryland.gov>.

Participating agencies and departments are required to submit performance data to the Governor's Office of Small, Minority & Women Business Affairs. The following agencies did not provide SBR reporting data for the 2019 fiscal year before

the deadline: Natural Resources and Prosecutor's Office. We believe the absence of this data has a negligible impact on the payment data reported.

Data is collected on all payments made to SBR vendors, however, measurement of the 15% mandated Agency SBR spend is only calculated by payments made to registered SBR vendors in good standing, where the initial procurement/purchase was identified as SBR Designated up-front as part of the written bid documents.

During FY2019, the SBR Program total percentage spend did not increase significantly, however, there was a 14 percent increase in total SBR payments to \$477 million, up from \$409 million in FY2018 (Exhibit A). These payments included incidental and designated payments. Incidental payments occur where an SBR vendor wins a contract where the initial procurement/purchase was not designated as an SBR expenditure. The percentage of SBR designated payments increased by 31 percent, up from 2.4 percent in FY2018 to 3.4 percent in FY2019 and SBR designated dollar spend increased by 41 percent, up from \$95 million to \$160 million.



The Governor's Office of Small, Minority & Women Business Affairs continues to focus on outreach to agencies in order to promote best practices for the designation of procurements to the SBR program. We continually work to improve

communication with SBR Liaisons and Procurement Officers. We actively promote enrollment in the SBR Program at our outreach programs such as the Ready, Set, GROW Procurement Connections Workshop and our Technical Training Classroom, in addition to online and social media platforms.



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. Baltimore City Community College, Maryland State Prosecutor, Employee Supplemental Retirement Fund, and the Department of Natural Resources did not submit MBE award or payment data. Salisbury University 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 FY2019, the MBE Program achieved 17.9 percent across the participating agencies/departments (Exhibit B). This is an increase from 15.1 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 increased to \$1.3 billion in FY2019 (Exhibit E). In FY2018 payments were \$1.1 billion. We also look at payment data by classification (Exhibit F).

Increasing the pool of certified vendors has a positive influence on the procurement officers’ ability to set MBE goals during the procurement process. Actively promoting certification in the MBE Program at outreach events such as the Ready, Set, GROW Procurement Connections Workshop and the Technical Training Classroom is an ongoing priority. 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

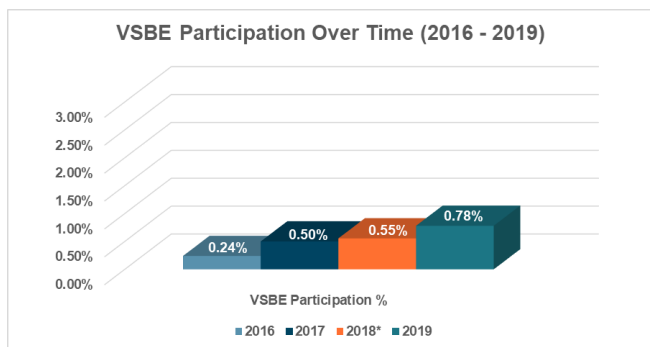
Maryland’s Veteran-Owned Small Business Enterprise (VSBE) Program was enacted in 2010 to enhance opportunities for veteran-owned small businesses to participate in State-funded procurements. This program has an overall statewide goal of 1 percent, and applies to 60 participating agencies/departments. 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>

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 2018. This is the first year we collected VSBE performance data for inclusion in our annual report. The FY2018 VSBE report prepared by BPW contained an error that was not discovered until after the report was published. In FY2018 the VSBE Subcontract Awards reported by the Mass Transit Administration was incorrectly reported as \$92,719,154. The correct amount is \$237,377. As a result, the VSBE Program’s overall achievement rate of 2.1 percent originally stated in the FY2018 report is now being corrected to reflect the actual achievement of 0.55 percent.

In FY2019, awards through the VSBE Program totaled \$34 million, achieving a participation rate of 0.78 percent (Exhibit G). Historical data shows that the VSBE Program continues to grow at a steady pace.



Payments to VSBE 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 VSBE

firms in FY2019 was \$26 million. This is the first time payment data has been reported for the VSBE Program.

As with the SBR and MBE programs, all participating agencies/departments are required to submit data to the Governor’s Office of Small, Minority & Women Business Affairs annually. The following agencies/departments did not submit any data for FY2019: Archives, Assessments & Taxation, Attorney General, Baltimore City Community College, Canal Place Preservation, Commission on Civil Rights, Environmental Services, Health, Health Benefit Exchange, Higher Education Commission, Morgan State University, Public Broadcasting Commission, Public Defender, Public Safety & Correctional Services, Public School Construction, Public Works, Saint Mary’s College of Maryland, Salisbury State University, School for the Deaf, Stadium Authority, State Highway Administration, State Prosecutor, State Retirement Agency, Subsequent Injury Fund, Supplemental Retirement, Tax Court, and Treasurer.

We believe the absence of this data has a meaningful impact on the overall performance but cannot yet determine the impact. Now that we have direct oversight for implementation and compliance of the VSBE Program, our office is working to develop reporting measures and best practices similar to those utilized in the SBR and MBE programs to overcome this issue.

As with the other procurement programs, increasing the pool of certified vendors will have a positive influence on the procurement officer’s ability to set VSBE goals. To build greater awareness, we are actively promoting the program at all outreach events, across social media channels, and through established veteran communities.

Exhibit A: FY2019 SBR Agency/Department Participation

FY2019							
SBR Participating Agency/Department	SBR Designated Payments	SBR Incidental Payments	SBR Credit Card Payments	Total SBR Payments	Total All Payments	Total SBR Participation	Designated SBR Participation
AGING	\$55,587	\$0	\$11,370	\$55,587	\$700,360	7.94%	7.94%
AGRICULTURE	\$10,177	\$633,540	\$8,961	\$643,717	\$5,352,314	12.03%	0.19%
ARCHIVES	\$4,333	\$331,793	\$4,333	\$336,126	\$1,261,324	26.65%	0.34%
ASSESSMENTS & TAXATION	\$266,289	\$0	\$99,249	\$266,289	\$2,837,815	9.38%	9.38%
ATTORNEY GENERAL	\$93,595	\$176,042	\$75,024	\$269,637	\$817,368	32.99%	11.45%
AVIATION ADMINISTRATION	\$2,643,034	\$5,570,342	\$81,787	\$8,213,376	\$152,121,276	5.40%	1.74%
BALTIMORE CITY COMMUNITY COLLEGE	\$50,382	\$1,053,876	\$30,311	\$1,104,258	\$10,178,703	10.85%	0.49%
BOWIE STATE UNIVERSITY	\$1,499,084	\$709,583	\$6,827	\$2,208,667	\$12,048,111	18.33%	12.44%
BUDGET & MANAGEMENT	\$99,041	\$590,801	\$99,041	\$689,842	\$384,772,153	0.18%	0.03%
CANAL PLACE PRESERVATION*	\$6,269	\$139,221	\$5,528	\$145,490	\$161,012	90.36%	3.89%
COMMERCE	\$189,781	\$862,995	\$3,873	\$1,052,776	\$3,807,156	27.65%	4.98%
COMMISSION ON CIVIL RIGHTS	\$0	\$245	\$0	\$245	\$87,555	0.28%	0.00%
COMPROLLER	\$362,810	\$3,865,588	\$305,618	\$4,228,398	\$36,120,375	11.71%	1.00%
COPPIN STATE UNIVERSITY	\$315,001	\$829,333	\$62,682	\$1,144,334	\$11,397,665	10.04%	2.76%
EDUCATION	\$1,072,873	\$6,168,947	\$88,312	\$7,241,820	\$61,519,467	11.77%	1.74%
ENVIRONMENT	\$125,757	\$3,159,403	\$79,940	\$3,285,161	\$9,018,237	36.43%	1.39%
ENVIRONMENTAL SERVICE	\$409,366	\$12,326,585	\$22,525	\$12,735,951	\$97,794,887	13.02%	0.42%
EXECUTIVE DEPARTMENT	\$250,417	\$0	\$13,255	\$250,417	\$4,872,384	5.14%	5.14%
FOOD CENTER AUTHORITY	\$6,745	\$987,703	\$6,745	\$994,448	\$3,401,461	29.24%	0.20%
FROSTBURG STATE UNIVERSITY	\$1,954,591	\$716,535	\$114,173	\$2,671,126	\$11,554,729	23.12%	16.92%
GENERAL SERVICES	\$5,215,078	\$26,780,147	\$119,430	\$31,995,225	\$131,180,894	24.39%	3.98%
HEALTH	\$4,198,898	\$12,910,146	\$1,515,694	\$17,109,044	\$281,243,487	6.08%	1.49%
HIGHER EDUCATION COMMISSION	\$79,760	\$0	\$8,953	\$79,760	\$829,640	9.61%	9.61%
HOUSING & COMMUNITY DEVELOPMENT	\$254,858	\$3,407,234	\$38,259	\$3,662,092	\$18,552,190	19.74%	1.37%
HUMAN SERVICES	\$1,635,577	\$9,448,858	\$695,287	\$11,084,435	\$152,789,419	7.25%	1.07%
INFORMATION TECHNOLOGY	\$398,956	\$8,940,400	\$3,937	\$9,339,356	\$56,412,612	16.56%	0.71%
INSURANCE ADMINISTRATION	\$26,911	\$298,079	\$102	\$324,990	\$1,922,818	16.90%	1.40%
JUVENILE SERVICES	\$3,821,284	\$2,921,413	\$573,206	\$6,742,697	\$49,704,969	13.57%	7.69%
LABOR	\$1,703,820	\$1,449,548	\$276,011	\$3,153,367	\$28,452,784	11.08%	5.99%
LOTTERY & GAMING CONTROL	\$928,501	\$10,955,939	\$442,258	\$11,884,440	\$65,956,323	18.02%	1.41%
MILITARY DEPARTMENT	\$199,224	\$300,934	\$62,751	\$500,158	\$3,345,753	14.95%	5.95%
MORGAN STATE UNIVERSITY	\$1,598,551	\$1,161,353	\$158,856	\$2,759,904	\$95,891,063	2.88%	1.67%
MOTOR VEHICLE ADMINISTRATION	\$3,055,164	\$14,742,260	\$199,500	\$17,797,424	\$54,208,363	32.83%	5.64%
PEOPLE'S COUNSEL	\$6,763	\$0	\$6,763	\$6,763	\$8,257	81.91%	81.91%
PLANNING	\$206,934	\$227,230	\$41,319	\$434,164	\$1,452,007	29.90%	14.25%
PORT ADMINISTRATION	\$4,163,728	\$3,754,460	\$435,984	\$7,918,188	\$30,021,457	26.38%	13.87%
PUBLIC BROADCASTING COMMISSION	\$250,360	\$5,690	\$48,553	\$256,050	\$14,634,497	1.75%	1.71%
PUBLIC DEFENDER	\$794,713	\$16,111,656	\$43,836	\$16,906,369	\$17,400,415	97.16%	4.57%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$2,812,289	\$39,847,280	\$853,843	\$42,659,568	\$280,390,320	15.21%	1.00%
PUBLIC SERVICE COMMISSION	\$61,106	\$3,907	\$39,656	\$65,013	\$626,513	10.38%	9.75%
PUBLIC WORKS	\$0	\$0	\$0	\$0	\$23,780	0.00%	0.00%
SALISBURY STATE UNIVERSITY	\$2,547,614	\$1,001,583	\$541,994	\$3,549,197	\$19,537,071	18.17%	13.04%
SCHOOL FOR THE DEAF	\$374,390	\$72,237	\$36,883	\$446,627	\$2,671,313	16.72%	14.02%
STADIUM AUTHORITY	\$1,366,862	\$22,424,296	\$20,124	\$23,791,158	\$221,100,881	10.76%	0.62%
STATE BOARD OF ELECTIONS	\$225,085	\$3,622,556	\$541	\$3,847,641	\$19,743,539	19.49%	1.14%
STATE HIGHWAY ADMINISTRATION	\$15,342,902	\$38,339,223	\$1,207,813	\$53,682,125	\$483,813,955	11.10%	3.17%
STATE POLICE	\$7,263,423	\$1,339,951	\$327,561	\$8,603,374	\$42,043,960	20.46%	17.28%
STATE RETIREMENT AGENCY	\$526,513	\$162,654	\$11,700	\$689,167	\$8,199,140	8.41%	6.42%
SUBSEQUENT INJURY FUND*	\$17,771	\$0	\$12,403	\$17,771	\$149,694	11.87%	11.87%
SUPPLEMENTAL RETIREMENT	\$142	\$0	\$142	\$142	\$202,813	0.07%	0.07%
TAX COURT	\$0	\$0	\$0	\$0	\$18,214	0.00%	0.00%
TOWSON UNIVERSITY	\$6,979,679	\$0	\$992,649	\$14,981,822	\$64,008,413	23.41%	10.90%
TRANSIT ADMINISTRATION	\$13,284,389	\$18,365,892	\$402,866	\$31,650,280	\$359,460,050	8.80%	3.70%
TRANSPORTATION (TSO)	\$2,906,684	\$5,157,289	\$50,154	\$8,114,127	\$59,836,637	13.56%	4.86%
TRANSPORTATION AUTHORITY	\$43,172,481	\$8,732,933	\$880,078	\$51,905,413	\$418,291,040	12.41%	10.32%
TREASURER'S OFFICE	\$363,358	\$7,303	\$20,886	\$370,661	\$6,201,242	5.98%	5.86%
U OF MD, BALTIMORE	\$3,156,106	\$9,898,286	\$2,359,504	\$13,054,392	\$133,477,698	9.78%	2.36%
U OF MD, BALTIMORE COUNTY	\$3,261,159	\$2,210,176	\$1,108,931	\$5,471,336	\$93,166,130	5.87%	3.50%
U OF MD, COLLEGE PARK	\$16,862,186	\$332,869	\$1,432,392	\$17,195,055	\$564,976,790	3.04%	2.98%
U OF MD, EASTERN SHORE	\$62,545	\$605,169	\$62,545	\$667,714	\$13,832,618	4.83%	0.45%
U OF MD, UNIVERSITY COLLEGE	\$282,918	\$2,819,660	\$26,731	\$3,102,578	\$46,288,537	6.70%	0.61%
UNIVERSITY OF BALTIMORE	\$413,260	\$339,082	\$120,093	\$752,342	\$9,041,949	8.32%	4.57%
VETERANS AFFAIRS	\$34,314	\$393,546	\$34,314	\$427,860	\$1,853,690	23.08%	1.85%
WORKERS' COMPENSATION COMMISSION	\$53,065	\$2,744,464	\$47,506	\$2,797,529	\$2,859,458	97.83%	1.86%
TOTAL	\$159,324,453	\$309,958,235	\$16,381,562	\$477,334,983	\$4,665,646,744	10.23%	3.41%

Exhibit B: FY2019 MBE Awards by Participating Agency/Department

MBE Participating Agency/Department	FY2019				
	Total Prime MBE Awards	Total Subcontract MBE Awards	Total MBE Awards	Total ALL Awards	% MBE Participation
AGING	\$11,310	\$0	\$11,310	\$805,966	1.40%
AGRICULTURE	\$194,850	\$0	\$194,850	\$3,941,462	4.94%
ARCHIVES	\$131,138	\$0	\$131,138	\$554,233	23.66%
ASSESSMENTS & TAXATION	\$123,541	\$6,591	\$130,132	\$660,592	19.70%
ATTORNEY GENERAL	\$108,052	\$0	\$108,052	\$281,372	38.40%
AVIATION ADMINISTRATION	\$23,151,268	\$56,752,778	\$79,904,046	\$294,080,256	27.17%
BOWIE STATE UNIVERSITY	\$8,814,545	\$0	\$8,814,545	\$21,150,863	41.67%
BUDGET & MANAGEMENT	\$7,037,491	\$3,648,968	\$10,686,459	\$144,357,387	7.40%
CANAL PLACE PRESERVATION	\$3,665	\$0	\$3,665	\$237,896	1.54%
COMMERCE	\$105,592	\$0	\$105,592	\$8,927,487	1.18%
COMMISSION ON CIVIL RIGHTS	\$6,503	\$0	\$6,503	\$107,317	6.06%
COMPTRROLLER	\$10,827,680	\$6,580,680	\$17,408,360	\$140,920,253	12.35%
COPPIN STATE UNIVERSITY	\$1,724,071	\$587,378	\$2,311,449	\$11,019,526	20.98%
EDUCATION	\$7,218,068	\$5,729,413	\$12,947,481	\$217,286,447	5.96%
ENVIRONMENT	\$666,617	\$139,232	\$805,849	\$2,817,651	28.60%
ENVIRONMENTAL SERVICES	\$20,795,386	\$27,394,805	\$48,190,191	\$163,678,229	29.44%
EXECUTIVE DEPARTMENT	\$82,777	\$0	\$82,777	\$4,581,373	1.81%
FOOD CENTER AUTHORITY	\$160,603	\$719,576	\$880,179	\$4,239,022	20.76%
FROSTBURG STATE UNIVERSITY	\$1,148,838	\$165,394	\$1,314,232	\$12,010,759	10.94%
GENERAL SERVICES	\$14,068,104	\$22,719,993	\$36,788,097	\$245,802,282	14.97%
HEALTH	\$21,693,444	\$14,844,375	\$36,537,819	\$250,572,480	14.58%
HEALTH BENEFIT EXCHANGE	\$9,388,742	\$195,228	\$9,583,970	\$39,353,462	24.35%
HIGHER EDUCATION COMMISSION	\$30,181	\$0	\$30,181	\$1,001,556	3.01%
HOUSING & COMMUNITY DEVELOPMENT	\$22,255,818	\$12,057,433	\$34,313,251	\$89,436,359	38.37%
HUMAN RESOURCES	\$27,291,138	\$43,175,917	\$70,467,055	\$480,191,980	14.67%
INFORMATION TECHNOLOGY	\$3,390,093	\$7,981,587	\$11,371,680	\$73,774,606	15.41%
INSURANCE ADMINISTRATION	\$134,635	\$60,086	\$194,721	\$1,638,016	11.89%
JUVENILE SERVICES	\$2,568,976	\$39,780	\$2,608,756	\$13,373,088	19.51%
LABOR	\$2,572,723	\$1,281,353	\$3,854,076	\$14,771,676	26.09%
LOTTERY & GAMING CONTROL	\$636,984	\$19,688,672	\$20,325,656	\$148,436,129	13.69%
MILITARY DEPARTMENT	\$192,455	\$0	\$192,455	\$2,737,703	7.03%
MORGAN STATE UNIVERSITY	\$2,292,316	\$280,061	\$2,572,377	\$30,436,674	8.45%
MOTOR VEHICLE ADMINISTRATION	\$4,816,643	\$0	\$4,816,643	\$30,165,837	15.97%
PEOPLE'S COUNSEL	\$34,130	\$0	\$34,130	\$1,159,627	2.94%
PLANNING	\$129,763	\$0	\$129,763	\$2,832,103	4.58%
PORT ADMINISTRATION	\$5,935,040	\$4,955,488	\$10,890,528	\$59,001,468	18.46%
PUBLIC BROADCASTING COMMISSION	\$155,311	\$16,189	\$171,500	\$15,591,260	1.10%
PUBLIC DEFENDER	\$1,639,051	\$0	\$1,639,051	\$11,167,757	14.68%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$72,327,679	\$77,129,236	\$149,456,915	\$854,023,960	17.50%
PUBLIC SCHOOL CONSTRUCTION	\$53,467,665	\$129,985,817	\$183,453,482	\$751,820,461	24.40%
PUBLIC SERVICE COMMISSION	\$65,326	\$0	\$65,326	\$1,059,830	6.16%
PUBLIC WORKS	\$5,517	\$0	\$5,517	\$21,500	25.66%
SAINT MARY'S COLLEGE OF MARYLAND	\$711,019	\$0	\$711,019	\$35,733,955	1.99%
SALISBURY STATE UNIVERSITY	\$1,844,455	\$123,819	\$1,968,274	\$20,868,811	9.43%
SCHOOL FOR THE DEAF	\$115,987	\$0	\$115,987	\$3,143,778	3.69%
STADIUM AUTHORITY	\$3,919,349	\$99,765,097	\$103,684,446	\$397,541,067	26.08%
STATE BOARD OF ELECTIONS	\$2,798,365	\$2,935,832	\$5,734,197	\$26,586,525	21.57%
STATE HIGHWAY ADMINISTRATION	\$62,101,355	\$194,832,968	\$256,934,323	\$1,265,895,546	20.30%
STATE POLICE	\$4,316,211	\$663,694	\$4,979,905	\$33,242,824	14.98%
STATE RETIREMENT AGENCY	\$1,276,218	\$156,071	\$1,432,289	\$6,133,532	23.35%
SUBSEQUENT INJURY FUND	\$21,972	\$0	\$21,972	\$87,867	25.01%
TAX COURT	\$1,812	\$0	\$1,812	\$18,214	9.95%
TOWSON UNIVERSITY	\$7,206,885	\$3,277,597	\$10,484,482	\$59,223,918	17.70%
TRANSIT ADMINISTRATION	\$9,209,628	\$82,260,582	\$91,470,210	\$605,969,109	15.09%
TRANSPORTATION (TSO)	\$1,808,474	\$4,596,033	\$6,404,507	\$34,630,213	18.49%
TRANSPORTATION AUTHORITY	\$5,978,993	\$67,500,097	\$73,479,090	\$631,402,795	11.64%
TREASURER	\$312,940	\$1,837,600	\$2,150,540	\$18,169,846	11.84%
U OF MD, BALTIMORE	\$6,473,857	\$40,175,356	\$46,649,213	\$240,705,140	19.38%
U OF MD, BALTIMORE COUNTY	\$757,702	\$5,327,056	\$6,084,758	\$65,766,674	9.25%
U OF MD, COLLEGE PARK	\$15,303,533	\$24,861,870	\$40,165,403	\$258,383,957	15.54%
U OF MD, EASTERN SHORE	\$149,502	\$546,082	\$695,584	\$18,357,952	3.79%
U OF MD, UNIVERSITY COLLEGE	\$1,156,505	\$2,642,641	\$3,799,146	\$52,846,134	7.19%
UNIVERSITY OF BALTIMORE	\$872,720	\$291,063	\$1,163,783	\$10,008,176	11.63%
VETERANS AFFAIRS	\$381,558	\$0	\$381,558	\$2,192,528	17.40%
WORKERS' COMPENSATION COMMISSION	\$152,089	\$0	\$152,089	\$699,133	21.75%
TOTAL	\$454,274,858	\$967,929,488	\$1,422,204,346	\$7,937,635,599	17.92%

Exhibit C: FY2019 MBE Awards by Classification

FY2019					
MBE Classification	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	Total MBE Awards (%)	Total Statewide Awards (%)
African American Total	\$79,606,786	\$410,489,701	\$490,096,487	34.46%	6.17%
<i>African American</i>	<i>\$69,539,642</i>	<i>\$338,292,961</i>	<i>\$407,832,603</i>	<i>28.68%</i>	<i>5.14%</i>
<i>African American Women</i>	<i>\$10,067,144</i>	<i>\$72,196,740</i>	<i>\$82,263,884</i>	<i>5.78%</i>	<i>1.04%</i>
Asian American Total	\$106,546,072	\$184,060,758	\$290,606,830	20.43%	3.66%
<i>Asian American</i>	<i>\$71,721,525</i>	<i>\$160,866,216</i>	<i>\$232,587,741</i>	<i>16.35%</i>	<i>2.93%</i>
<i>Asian American Woman</i>	<i>\$34,824,547</i>	<i>\$23,194,542</i>	<i>\$58,019,089</i>	<i>4.08%</i>	<i>0.73%</i>
Hispanic American Total	\$76,367,883	\$92,816,986	\$169,184,869	11.90%	2.13%
<i>Hispanic American</i>	<i>\$72,870,575</i>	<i>\$83,459,767</i>	<i>\$156,330,342</i>	<i>10.99%</i>	<i>1.97%</i>
<i>Hispanic American Woman</i>	<i>\$3,497,308</i>	<i>\$9,357,219</i>	<i>\$12,854,527</i>	<i>0.90%</i>	<i>0.16%</i>
Native American Total	\$607,462	\$27,868,671	\$28,476,133	2.00%	0.36%
<i>Native American</i>	<i>\$607,190</i>	<i>\$25,637,460</i>	<i>\$26,244,650</i>	<i>1.85%</i>	<i>0.33%</i>
<i>Native American Women</i>	<i>\$272</i>	<i>\$2,231,211</i>	<i>\$2,231,483</i>	<i>0.16%</i>	<i>0.03%</i>
Women	\$190,429,277	\$252,582,985	\$443,012,262	31.15%	5.58%
Disabled	\$717,378	\$110,387	\$827,765	0.06%	0.01%
Total MBE Awards	\$454,274,858	\$967,929,488	\$1,422,204,346	100.00%	17.92%
TOTAL Statewide Awards					\$7,937,635,599

Exhibit D: FY2019 MBE Awards by Procurement Category

FY2019					
Procurement Category	Total Prime Awards	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	MBE Participation
Architectural	\$170,943,825	\$4,091,339	\$53,945,860	\$58,037,199	33.95%
Engineering	\$1,147,545,291	\$54,954,185	\$248,668,884	\$303,623,069	26.46%
Construction	\$1,783,349,312	\$66,543,585	\$350,482,742	\$417,026,327	23.38%
Construction Related Services	\$35,961,635	\$574,736	\$3,484,927	\$4,059,663	11.29%
Maintenance	\$464,231,396	\$50,757,110	\$19,100,290	\$69,857,400	15.05%
Services	\$2,197,293,047	\$153,222,720	\$204,843,413	\$358,066,133	16.30%
Supplies & Equipment	\$328,227,613	\$18,412,694	\$4,720,960	\$23,133,654	7.05%
IT Services	\$595,642,184	\$41,348,968	\$77,084,947	\$118,433,915	19.88%
IT Supplies & Equipment	\$182,839,866	\$22,334,682	\$1,393,974	\$23,728,656	12.98%
Human, Cultural, Social & Educational Services	\$72,246,298	\$649,090	\$4,203,492	\$4,852,582	6.72%
Corporate Credit Card	\$234,009,062	\$10,704,328	\$0	\$10,704,328	4.57%
Direct Voucher	\$725,346,070	\$30,681,421	\$0	\$30,681,421	4.23%
Totals	\$7,937,635,599	\$454,274,858	\$967,929,488	\$1,422,204,346	17.92%

Exhibit E: FY2019 MBE Payment by Participating Agency/Department

FY2019			
MBE Participating Agency/Department	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments
AGING	\$11,310	\$0	\$11,310
AGRICULTURE	\$544,070	\$0	\$544,070
ARCHIVES	\$624,078	\$0	\$624,078
ASSESSMENTS & TAXATION	\$121,101	\$6,591	\$127,692
ATTORNEY GENERAL	\$252,902	\$0	\$252,902
AVIATION ADMINISTRATION	\$8,234,297	\$26,243,502	\$34,477,799
BOWIE STATE UNIVERSITY	\$1,480,648	\$1,298,462	\$2,779,110
BUDGET & MANAGEMENT	\$5,872,650	\$4,721,710	\$10,594,360
CANAL PLACE PRESERVATION	\$3,665	\$0	\$3,665
COMMERCE	\$287,340	\$449,456	\$736,796
COMMISSION ON CIVIL RIGHTS	\$20,383	\$0	\$20,383
COMPTROLLER	\$4,506,314	\$2,367,567	\$6,873,882
COPPIN STATE UNIVERSITY	\$1,040,125	\$611,292	\$1,651,417
EDUCATION	\$22,652,579	\$3,872,825	\$26,525,404
ENVIRONMENT	\$667,332	\$139,232	\$806,564
ENVIRONMENTAL SERVICES	\$2,966,609	\$6,736,158	\$9,702,767
EXECUTIVE DEPARTMENT	\$264,184	\$118,430	\$382,613
FOOD CENTER AUTHORITY	\$131,571	\$133,175	\$264,746
FROSTBURG STATE UNIVERSITY	\$1,803,913	\$215,826	\$2,019,739
GENERAL SERVICES	\$13,387,426	\$31,450,196	\$44,837,622
HEALTH	\$2,164,737	\$13,268,757	\$15,433,494
HEALTH BENEFIT EXCHANGE	\$13,537,856	\$6,602,622	\$20,140,478
HIGHER EDUCATION COMMISSION	\$10,911	\$0	\$10,911
HOUSING & COMMUNITY DEVELOPMENT	\$1,415,042	\$1,373,477	\$2,788,519
HUMAN SERVICES	\$24,136,571	\$22,816,739	\$46,953,311
INFORMATION TECHNOLOGY	\$0	\$12,713,388	\$12,713,388
INSURANCE ADMINISTRATION	\$187,776	\$0	\$187,776
JUVENILE SERVICES	\$7,024,412	\$1,531,316	\$8,555,728
LABOR	\$3,284,774	\$3,335,364	\$6,620,138
LOTTERY & GAMING CONTROL	\$754,174	\$17,862,140	\$18,616,314
MILITARY DEPARTMENT	\$204,866	\$0	\$204,866
MORGAN STATE UNIVERSITY	\$1,347,193	\$10,220,895	\$11,568,088
MOTOR VEHICLE ADMINISTRATION	\$13,704,995	\$9,234,471	\$22,939,466
PEOPLE'S COUNSEL	\$34,131	\$0	\$34,131
PLANNING	\$129,763	\$0	\$129,763
PORT ADMINISTRATION	\$1,519,875	\$5,189,584	\$6,709,459
PUBLIC BROADCASTING COMMISSION	\$175,604	\$38,983	\$214,588
PUBLIC DEFENDER	\$2,745,478	\$10,821	\$2,756,298
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$24,767,942	\$19,011,660	\$43,779,603
PUBLIC SCHOOL CONSTRUCTION	\$62,055,742	\$172,388,890	\$234,444,632
PUBLIC SERVICE COMMISSION	\$69,308	\$48,538	\$117,845
PUBLIC WORKS	\$5,517	\$0	\$5,517
SAINT MARY'S COLLEGE OF MARYLAND	\$620,839	\$685,173	\$1,306,012
SCHOOL FOR THE DEAF	\$120,549	\$0	\$120,549
STADIUM AUTHORITY	\$9,396,490	\$59,554,027	\$68,950,517
STATE BOARD OF ELECTIONS	\$2,949,947	\$2,748,221	\$5,698,168
STATE HIGHWAY ADMINISTRATION	\$127,578,312	\$93,487,060	\$221,065,372
STATE POLICE	\$4,996,402	\$272,152	\$5,268,554
STATE RETIREMENT AGENCY	\$3,445,241	\$1,156,331	\$4,601,572
SUBSEQUENT INJURY FUND	\$21,972	\$0	\$21,972
TAX COURT	\$1,811	\$0	\$1,811
TOWSON UNIVERSITY	\$5,355,450	\$4,369,421	\$9,724,871
TRANSIT ADMINISTRATION	\$30,563,749	\$189,594,632	\$220,158,381
TRANSPORTATION (TSO)	\$8,441,031	\$10,263,681	\$18,704,712
TRANSPORTATION AUTHORITY	\$10,727,982	\$36,000,325	\$46,728,307
TREASURER	\$349,756	\$750,718	\$1,100,474
U OF MD, BALTIMORE	\$2,171,065	\$15,073,523	\$17,244,588
U OF MD, BALTIMORE COUNTY	\$0	\$16,218,282	\$16,218,282
U OF MD, COLLEGE PARK	\$14,192,065	\$29,695,246	\$43,887,312
U OF MD, EASTERN SHORE	\$141,518	\$546,083	\$687,601
U OF MD, UNIVERSITY COLLEGE	\$982,641	\$2,535,559	\$3,518,200
UNIVERSITY OF BALTIMORE	\$476,002	\$291,063	\$767,066
VETERANS AFFAIRS	\$283,204	\$1,957,927	\$2,241,131
WORKERS' COMPENSATION COMMISSION	\$2,030,641	\$27,364	\$2,058,005
TOTAL	\$448,995,835	\$839,238,852	\$1,288,234,687

Exhibit F: FY2019 MBE Payment by Classification

FY2019				
MBE Classification	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments	% of Total MBE Procurement
African American Total	\$89,977,954.28	\$294,895,098.15	\$384,873,052	29.88%
<i>African American</i>	<i>\$82,781,305</i>	<i>\$261,177,887</i>	<i>\$343,959,192</i>	<i>26.70%</i>
<i>African American Women</i>	<i>\$7,196,649</i>	<i>\$33,717,211</i>	<i>\$40,913,860</i>	<i>3.18%</i>
Asian American Total	\$98,173,531	\$166,781,268	\$264,954,798	20.57%
<i>Asian American</i>	<i>\$78,180,503</i>	<i>\$148,463,123</i>	<i>\$226,643,626</i>	<i>17.59%</i>
<i>Asian American Woman</i>	<i>\$19,993,027</i>	<i>\$18,318,145</i>	<i>\$38,311,172</i>	<i>2.97%</i>
Hispanic American Total	\$73,457,900	\$89,751,023	\$163,208,922	12.67%
<i>Hispanic American</i>	<i>\$68,866,973</i>	<i>\$77,653,345</i>	<i>\$146,520,317</i>	<i>11.37%</i>
<i>Hispanic American Woman</i>	<i>\$4,590,927</i>	<i>\$12,097,678</i>	<i>\$16,688,605</i>	<i>1.30%</i>
Native American Total	\$1,754,206	\$13,909,384	\$15,663,590	1.22%
<i>Native American</i>	<i>\$785,611</i>	<i>\$12,420,692</i>	<i>\$13,206,303</i>	<i>1.03%</i>
<i>Native American Women</i>	<i>\$968,595</i>	<i>\$1,488,692</i>	<i>\$2,457,287</i>	<i>0.19%</i>
Women	\$184,568,477	\$271,705,100	\$456,273,577	35.42%
Disabled	\$1,063,769	\$157,984	\$1,221,752	0.09%
Disadvantaged	\$0	\$2,038,996	\$2,038,996	0.16%
TOTAL	\$448,995,835	\$839,238,852	\$1,288,234,687	100%

Exhibit G: FY2019 VSBE Awards by Participating Agency/Department

FY2019					
VSBE Participating Agency/Department	VSBE Prime Awards	VSBE Subcontract Awards	Total VSBE Awards	Total All Awards	VSBE Participation
AGING	\$0	\$0	\$0	\$805,966	0.00%
AGRICULTURE	\$0	\$0	\$0	\$3,941,462	0.00%
AVIATION ADMINISTRATION	\$1,607,384	\$44,698	\$1,652,082	\$125,560,252	1.32%
BOWIE STATE UNIVERSITY	\$0	\$0	\$0	\$21,150,863	0.00%
BUDGET & MANAGEMENT	\$0	\$673,250	\$673,250	\$144,357,387	0.47%
COMMERCE	\$8,467	\$0	\$8,467	\$8,927,487	0.09%
COMPTROLLER	\$0	\$0	\$0	\$140,920,253	0.00%
EDUCATION	\$0	\$0	\$0	\$217,286,447	0.00%
ENVIRONMENT	\$0	\$0	\$0	\$2,817,650	0.00%
EXECUTIVE DEPARTMENT	\$0	\$0	\$0	\$4,581,373	0.00%
FOOD CENTER AUTHORITY	\$0	\$0	\$0	\$4,239,022	0.00%
GENERAL SERVICES	\$6,911,721	\$9,977,890	\$16,889,611	\$245,802,282	6.87%
HOUSING & COMMUNITY DEVELOPMENT	\$0	\$263,491	\$263,491	\$89,436,359	0.29%
HUMAN SERVICES	\$14,586	\$162,403	\$176,989	\$480,191,980	0.04%
INFORMATION TECHNOLOGY	\$2,641,272	\$804,969	\$3,446,241	\$139,482,223	2.47%
INSURANCE ADMINISTRATION	\$5,700	\$0	\$5,700	\$1,638,016	0.35%
JUVENILE SERVICES	\$0	\$0	\$0	\$13,373,087	0.00%
LABOR	\$201,573	\$0	\$201,573	\$14,771,676	1.36%
LOTTERY & GAMING CONTROL	\$0	\$646,880	\$646,880	\$148,436,129	0.44%
MILITARY DEPARTMENT	\$342,279	\$0	\$342,279	\$2,737,703	12.50%
MOTOR VEHICLE ADMINISTRATIONS	\$502	\$0	\$502	\$32,717,998	0.00%
NATURAL RESOURCES	\$171,073	\$171,073	\$342,146	\$778,560,419	0.04%
PEOPLE'S COUNSEL	\$0	\$0	\$0	\$1,159,627	0.00%
PLANNING	\$0	\$0	\$0	\$2,832,103	0.00%
PORT ADMINISTRATION	\$0	\$204,321	\$204,321	\$58,310,280	0.35%
PUBLIC SERVICE COMMISSION	\$0	\$0	\$0	\$1,059,830	0.00%
STATE BOARD OF ELECTIONS	\$24,656	\$662,957	\$687,613	\$26,586,524	2.59%
STATE POLICE	\$73,031	\$0	\$73,031	\$33,242,824	0.22%
TRANSIT ADMINISTRATION	\$0	\$691,344	\$691,344	\$833,853,466	0.08%
TRANSPORTATION (TSO)	\$0	\$0	\$0	\$146,906,179	0.00%
TRANSPORTATION AUTHORITY	\$0	\$7,730,763	\$7,730,763	\$631,402,795	1.22%
VETERANS AFFAIRS	\$705	\$0	\$705	\$2,192,527	0.03%
WORKERS' COMPENSATION COMMISSION	\$0	\$0	\$0	\$699,133	0.00%
TOTAL	\$12,002,949	\$22,034,039	\$34,036,988	\$4,359,981,322	0.78%

Exhibit H: FY2019 VSBE Payments by Participating Agency/Department

FY2019		
VSBE Participating Agency/Department	VSBE Payments Prime & Subcontractor	Total All Prime Payments
AGING	\$0	\$369,032
AGRICULTURE	\$0	\$3,916,301
AVIATION ADMINISTRATION	\$120,098	\$83,413,046
BOWIE STATE UNIVERSITY	\$0	\$11,753,287
BUDGET & MANAGEMENT	\$1,739,307	\$384,772,153
COMMERCE	\$547	\$3,807,156
COMPROLLER	\$47,610	\$37,082,160
EDUCATION	\$0	\$217,286,447
ENVIRONMENT	\$0	\$9,018,237
EXECUTIVE DEPARTMENT	\$36,327	\$4,995,168
FOOD CENTER AUTHORITY	\$0	\$3,314,211
GENERAL SERVICES	\$4,434,744	\$129,846,788
HOUSING & COMMUNITY DEVELOPMENT	\$9,956	\$18,395,663
HUMAN SERVICES	\$176,989	\$195,123,804
INFORMATION TECHNOLOGY	\$773,627	\$65,475,163
INSURANCE ADMINISTRATION	\$5,700	\$1,638,016
JUVENILE SERVICES	\$24,679	\$39,117,808
LABOR	\$842,745	\$28,452,784
LOTTERY & GAMING CONTROL	\$468,361	\$65,958,663
MILITARY DEPARTMENT	\$342,279	\$4,788,226
MOTOR VEHICLE ADMINISTRATION	\$64,076	\$54,208,363
NATURAL RESOURCES	\$171,073	\$778,005,472
PEOPLE'S COUNSEL	\$0	\$1,159,627
PLANNING	\$0	\$2,832,103
PORT ADMINISTRATION	\$44,511	\$27,792,037
PUBLIC SERVICE COMMISSION	\$0	\$1,059,830
STATE BOARD OF ELECTIONS	\$0	\$23,820,298
STATE POLICE	\$100,736	\$42,043,960
TRANSIT ADMINISTRATION	\$233,400	\$1,166,834,308
TRANSPORTATION (TSO)	\$0	\$146,906,179
TRANSPORTATION AUTHORITY	\$11,412,586	\$829,541,302
VETERANS AFFAIRS	\$4,832,387	\$23,099,702
WORKER'S COMPENSATION COMMISSION	\$32,323	\$3,111,938
TOTAL	\$25,914,061	\$4,408,939,232



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SMALL, MINORITY & WOMEN
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