

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



## Annual Report Fiscal Year 2020



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**

**1,530**



**SBR Payments**

**\$547 M**



**Businesses Served**

**22,106**



**MBE Awards**

**\$971 M**



**MBE Payments**

**\$1.1 B**



**Firms to Receive  
Payment as an MBE**

**1,786**



**Outreach Events**

**126**



**VSBE Payments**

**\$39 M**



**VSBE Awards**

**\$31M**



## Message from Special Secretary Rhee

Dear Friends,

It is my pleasure to present the Governor's Office of Small, Minority & Women Business Affairs' Annual Report for Fiscal Year 2020.

Unprecedented. This single word encapsulates 2020 as Maryland, the nation, and the world responded to the COVID-19 pandemic. In July of 2019, we were ready to build on the momentum of the previous period, but as we closed out the 2020 fiscal year in June, we found ourselves in unknown and unpredictable territory.

The private sector felt the brunt of the impact, with businesses of all sizes forced to significantly alter operations or even close their doors. Meanwhile, state government experienced a spending freeze and public sector procurements shifted to emergency purchases associated with the pandemic such as personal protective equipment, test kits, and hospital equipment.

Everybody had to "pivot," and my team was no different. They worked outside of their traditional roles to answer calls and emails from business owners trying to understand the evolving landscape. They connected people to state and federal relief funds, unemployment insurance programs, and small business resource organizations. I am very proud of their amazing work.

These are unprecedented times, yet Maryland remains open for business. I am confident our Small Business Reserve, Minority Business Enterprise, and Veteran-Owned Small Business Enterprise procurement programs will play an important role in rebuilding Maryland's economy. As we work through the process, please remember – *we are in this together*.

Sincerely,

Jimmy Rhee  
Special Secretary





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

### *Our Role*

The Governor's Office of Small, Minority & Women Business Affairs has oversight of three socioeconomic procurement programs: the Small Business Reserve (SBR) Program, the Minority Business Enterprise (MBE) Program, and the Veteran-Owned Small Business Enterprise (VSBE) Programs.

Under the leadership of the Special Secretary, our small and passionate 8-person staff works with a wide variety of stakeholder groups. We bring our subject-matter expertise to agencies and departments across state government, serving on the Minority Business Enterprise Advisory Committee, the Procurement Improvement Council, the Governor's Subcabinet on International Affairs, the Commerce Department's Small Business Workgroup, the Maryland Offshore Wind Workforce Training Program Grant Review Team, and the Senior Procurement Advisory Group.

Internally, we work collaboratively with the participating agencies and departments to maximize inclusion of small, minority, women, and veteran-owned businesses on state-funded contracts. We conduct statewide training programs for SBR and MBE liaisons, host a bi-monthly forum to discuss compliance issues, and promote best practices to procurement officials statewide. In addition, we collect performance data for all three socioeconomic procurement programs.



Externally, we publish an annual report and a monthly news bulletin, conduct free educational training programs, and host business development workshops. We also participate as keynote speakers, panelists, and exhibitors for events hosted by other small and minority business stakeholders across the state. Our website, which is home to the state's Procurement Forecast, provides 24/7 access to program information and a wide range of resources such as mentor/counseling services, specialized lending programs, and public sector opportunities.



## ***Maryland Strong***

Fiscal Year 2020 was significantly impacted by the worldwide COVID-19 pandemic. On March 5, 2020, Governor Larry Hogan issued a Declaration of State of Emergency and Existence of Catastrophic Health Emergency. Virtually every business, regardless of size, has been impacted. Small, minority-owned businesses, who historically operate with limited resources and/or access to capital, are among the hardest hit. As the impact of the virus evolved, so too did Maryland's response. With guidance from a team of experts, Governor Hogan created the *Maryland Strong: Roadmap to Recovery* plan. It laid out the four primary building blocks necessary to gradually and responsibly reopen Maryland's economy. Investment of State resources included \$50 million in grants and \$75 million in loans for our small businesses. We closed the fiscal year with questions, concerns, and a determination to meet the challenges that lie ahead in the "new normal."

Above all, public health and the well-being of all Marylanders has remained the top priority for all agents of Maryland State government. Under the leadership of Governor Hogan and with guidance from the Maryland Recovery economic team, we recognize that economic recovery and protecting public health are not opposing goals. They are the same goal and must work together hand-in-hand.

As we navigate through Fiscal Year 2021, technology will be helping our team stay connected with our stakeholders. We moved our Technical Training Classroom series to a virtual platform and now reach audiences three times larger than we could accommodate in live sessions. On a daily basis, our Help Desk team works with vendors one-on-one to assist with certification and renewals in the small business and veteran procurement programs, and our monthly Small Biz Bulletin is keeping our 23,000+ subscribers well-informed as the landscape continues to change.



Maryland's socioeconomic programs can play an important role in the economic recovery of our small business community. Our commitment to maximizing opportunities in the state procurement arena for minority, women, and veteran-owned businesses remains strong. We will also continue connecting business owners with recovery resources and relief programs being offered to the private sector community. There is still a great deal of work ahead, and we are in this together.



## **Small Business Reserve (SBR) Program**

### **Program Overview**

Maryland's Small Business Reserve (SBR) Program was founded in 2004. It provides prime contracting opportunities in an exclusive environment where small businesses compete against other small businesses instead of larger businesses with greater resources. This race- and gender-neutral program applies to 66 designated agencies/departments that are required to structure procurement procedures to achieve at least 15 percent of the dollars expended directly with certified small businesses on state-funded contracts. Once a contract is designated for the SBR Program, the award can only be made to a certified small business.

For-profit businesses must meet the program's small business eligibility standards and complete an online certification process on the state's online vendor platform - eMaryland Marketplace Advantage (eMMA). It is free to register on eMMA and become certified in the SBR Program. Once certified, small businesses must renew their certification annually.

### **FY2020 Performance Highlights**

The primary data point used to measure the SBR Program's statewide performance is payment dollars (Exhibit A). During FY2020, total qualifying expenditures across the participating agencies/departments was \$5.2 billion, an 11 percent increase from \$4.7 billion in FY2019. The overall SBR Program's designated participation was 2.4 percent, a 29 percent decrease from 3.4 percent in FY2019. Total payments in FY2020 were \$547 million, a 14.5 percent increase from \$477 million in FY2019.

The designated participating agencies/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 2020 fiscal year: Baltimore City Community College, Public Broadcasting Commission, Public Defender's Office, Supplemental Retirement, and the University of MD, Baltimore. We believe the absence of this data has a negligible impact on the payment data reported.

### **Performance Overview**

At the start of FY2020, the state closed its old vendor platform and launched a new e-procurement tool, eMaryland Marketplace Advantage (eMMA). This is a progressive step forward and will eventually evolve into a full procure-to-pay system, eliminating all paper forms of solicitations. The transition required vendors to reregister in the new system. The online certification process for participation in the SBR Program is managed within these systems, and many of the certified small businesses did not make the transition to eMMA and reregister in the SBR Program.

As a result, the pool of certified small businesses in eMMA was much smaller than existed previously, making it more difficult for procurement officers to ensure enough competition existed to designate the procurement as SBR only. We worked in collaboration with the Office of State Procurement to reach out to the vendor community across multiple platforms to increase awareness of the conversion, but saw very little increase in enrollment. This effort continues today and has been bolstered by adding the SBR Program to our Technical Training Classroom curriculum and repetitively promoting the program on our social media platforms and the monthly Small Biz Bulletin. The number of certified small business vendors is on the rise. We are confident that increasing the SBR vendor pool will ultimately lead to an increased number of designated SBR solicitations.



Payments in the SBR Program are monitored across three categories: credit card payments, incidental SBR payments, and designated SBR payments. Incidental SBR payments are those made to a certified small business for a contract that was won on the open market. Designated SBR payments are those made to a certified small business for a contract designated to the SBR Program at the onset of the procurement process and identified as such on the solicitation documents.

In 2017, we stopped measuring the program's overall performance by all payment methods and now only use designated SBR payments to reflect the overall participation rate. We believe the transition has not been fully recognized across the participating agencies/departments. This is evidenced by an increase in incidental SBR payments, yet a decline in designated SBR payments, in a year when total dollars rose. Our office is proactively working in collaboration with the Department of General Services' Office of State Procurement to educate procurement officers and promote best practices for evaluating solicitations for designation to the SBR Program when the scope of work is being developed.

## Minority Business Enterprise (MBE) Program

### Program Overview

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-conscious procurement program applies to 70 agencies and departments and has a statewide aspirational goal of 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 through participation as a prime contractor or a subcontractor.

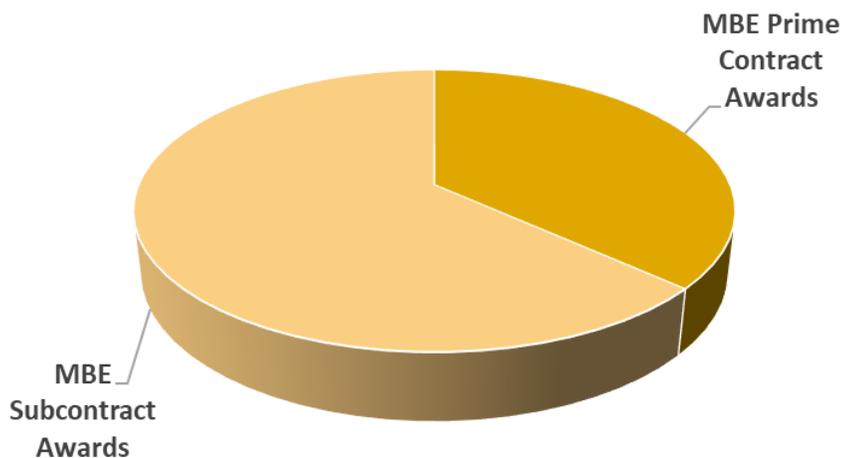
Certification for the MBE Program is managed by the Office of Small, Minority & Disadvantaged Business, a division of the Maryland Department of Transportation. Vendors complete a certification process based on established eligibility standards to determine social and economic disadvantage. Once certified, firms must renew annually to remain in the program. There is no cost to obtain MBE certification. Learn more by visiting the "MBE Program" page at <https://gomdsmallbiz.maryland.gov>.

### FY2020 Performance

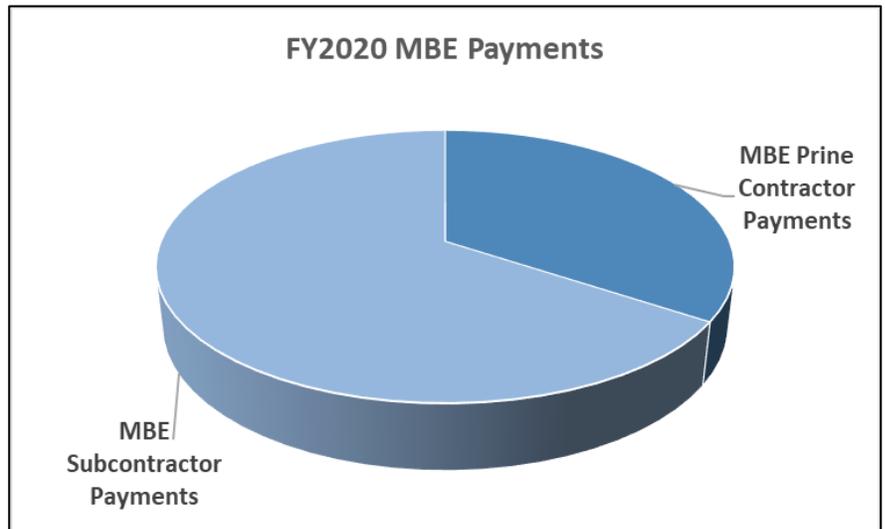
The primary data points used to monitor the MBE Program's statewide performance are award dollars, payment dollars, utilization by classification, and utilization by procurement category (Exhibits B-F). In FY2020, total qualifying expenditures across the participating agencies/departments decreased 14 percent from \$7.9 billion to \$6.9 billion. During this period, awards to MBEs totaled \$971 million, representing a 32 percent decline from \$1.4 billion in FY2019. The overall MBE participation rate was 14 percent. Payments to MBE firms was \$1.1 billion in FY2020, a 14 percent decrease from \$1.3 billion in FY2019.

The data includes awards and payments made to MBEs performing as prime contractors and subcontractors. In FY2020, awards to MBE prime contractors, as a percentage of total MBE awards, was 37 percent compared to 32 percent in FY2019. Awards to MBE subcontractors was 63 percent, compared to 68 percent the previous fiscal year.

FY2020 MBE Awards



Payments to MBEs performing as prime contractors, as a percentage of total MBE payments, was 34 percent in FY2020 compared to 35 percent in FY2019. Subcontractor payments were 66 percent in FY2020 and 65 percent during the previous fiscal year.



The designated participating agencies/departments are legislatively-mandated to submit performance data to the Governor’s Office of Small, Minority & Women Business Affairs annually. In FY2020, the following units did not submit award or payment data: Baltimore City Community College, Employee Supplemental Retirement Fund, Health Benefit Exchange and University of MD, Baltimore. The Secretary’s Office (TSO) of the Department of Transportation did not submit payment data. We believe the unreported data has a negligible impact on the MBE Program’s overall performance as reported here.

### Performance Discussion

The COVID-19 public health emergency had a direct impact on public purchasing in the third and fourth quarters of the 2020 fiscal year, and thereby, affected the overall MBE participation rate as well. Discretionary spending was frozen by Governor Hogan in April, and many purchases made during that time were defined as “emergency.” Maryland’s procurement law recognizes that emergency circumstances typically require alternate purchasing pathways. As such, purchases designated as emergency can, in some cases, be exempt from consideration of MBE inclusion. As the pandemic wore on, the volume and dollar values of emergency procurements drew greater attention to these practices. Our compliance managers and policy advisor worked with buyers to clarify emergency procurement regulations and dispel the notion that waiving the MBE evaluation process is automatic as opposed to discretionary. Small, minority, women, and veteran-owned businesses are particularly vulnerable during periods of economic stress. Our purchasing units need the latitude to move with agility, but we do not want to unintentionally limit the opportunities afforded through our socioeconomic programs.

We also saw this period as a time to proactively promote direct solicitations. We reached out to buyers and liaisons through the Senior Procurement Advisory Group meetings as well as our Compliance Bulletin and by-monthly Compliance Call to encourage statewide buyers to cast a wide net and include small, minority, women, and veteran-owned vendors on Small Procurements Category I & II (\$15,000 and under). The purchasing process is



easier to navigate and the scope of work is typically a good fit for small businesses within these purchasing categories.

The economic setbacks associated with the pandemic are likely to continue into FY2021, yet we must continue reaching toward our statewide MBE Program's aspirational goal of 29 percent. We firmly believe efforts put in place by the Maryland Department of General Services' Office of State Procurement (OSP) will have a lasting impact. OSP has launched specialized training programs for procurement officers across multiple levels. We are pleased to be part of this training at both the entry and senior levels. There is no better way to ensure the successful implementation of the MBE Program than proper training of the procurement officers who evaluate the scope of work and set MBE goals.



## **Veteran-Owned Small Business Enterprise (VSBE) Program**

### **Program Overview**

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. 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. The program has an overall statewide goal of 1 percent, and applies to 52 participating agencies/departments. Goals are determined on a contract-by-contract basis. Only the work of a certified VSBE, performing as either a prime contractor or a subcontractor, 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, and once certified, firms must renew annually. Registration and renewal of certification takes place within the eMMA system. Learn more by visiting the "VSBE Program" page at <https://gomdsmallbiz.maryland.gov>

### **FY2020 Performance**

The primary data points used to monitor the VSBE Program's statewide performance are award dollars and payment dollars (Exhibits G-H). In FY2020, total qualifying expenditures across the participating agencies/departments increased 8 percent from \$4.7 million in FY2019 to \$5.1 million in FY2020. The VSBE Program's statewide participation rate was 0.61 percent, a 21 decrease from 0.78 in FY2019. Awards to VSBE vendors in FY2020 totaled \$31.3 million, a 9 percent decrease from \$34 million in FY2019. Payments to VSBE vendors in FY2020 was \$39 million, a 50 percent increase from \$26 million.

The designated participating agencies/departments are legislatively mandated to submit performance data to the Governor's Office of Small, Minority & Women Business Affairs annually. The following agencies/departments did not submit VSBE award or payment data for FY2020: Canal Place Preservation, Information Technology, Public Broadcasting Commission, and Supplemental Retirement. The Department of Planning did not submit payment data. We believe the unreported data has a negligible impact on the VSBE Program's overall performance as reported here.

### **Performance Analysis**

In FY2019, only two-thirds of the participating agencies/departments submitted performance data. This year, we are pleased to be making progress in this area as we received VSBE participation data from 92 percent of the participating units. Greater awareness is an important step toward successful implementation of the VSBE Program.

The data identified a significant gap in participation, as 21 of the 52 units reported no VSBE awards. Training to procurement officers will help improve utilization, and we are pleased to be part of the training program implemented by OSP.

VSBE goals are set based on the number of certified VSBE vendors in eMMA. In FY2020, enrollment grew significantly, but as we moved into FY2021, many of the vendors did not complete the renewal process. We are working with registered VSBE vendors to ensure they complete the annual renewal process to remain in the program, and promoting enrollment among new vendors through our outreach programs. We are confident that increasing the VSBE vendor pool will ultimately lead to higher goals.

During the 2020 Session of the Maryland General Assembly, a work group was convened under the leadership of the Department of General Services. Members of this office actively served in leadership and membership roles on the work group, which was focused on aligning the VSBE Program with the statutes and policies currently in place to govern Maryland's SBR and MBE programs. Recommendations set forth to the governor and legislators are under review. We look forward to implementing the final recommendations as we work toward enhancing the VSBE Program.



Exhibit A: FY2020 SBR Agency/Department Participation

SBR Participating Agency/Department	FY2020			Total SBR Payments	Total All Payments	Total SBR Participation	Designated SBR Participation
	SBR Designated Payments	SBR Non-Designated Payments	SBR Credit Card Payments				
AGING	\$127,974	\$560	\$13,315	\$128,534	\$1,245,005	10.3%	10.3%
AGRICULTURE	\$6,660	\$272,923	\$5,047	\$279,583	\$3,111,944	9.0%	0.2%
ARCHIVES	\$5,716	\$710,853	\$5,716	\$716,569	\$1,106,679	64.7%	0.5%
ASSESSMENTS & TAXATION	\$341,670	\$0	\$56,940	\$341,670	\$3,972,325	8.6%	8.6%
ATTORNEY GENERAL	\$120,214	\$60,811	\$59,403	\$188,644	\$667,685	28.3%	18.0%
AVIATION ADMINISTRATION	\$2,067,001	\$12,127,235	\$85,456	\$14,194,236	\$166,860,262	8.5%	1.2%
BOWIE STATE UNIVERSITY	\$7,369,443	\$678,489	\$7,063	\$8,047,932	\$16,950,183	47.5%	43.5%
BUDGET & MANAGEMENT	\$71,025	\$4,621,415	\$71,025	\$4,692,440	\$174,848,659	2.7%	0.0%
CANAL PLACE PRESERVATION	\$9,045	\$154,897	\$4,787	\$163,941	\$269,839	60.8%	3.4%
COMMERCE	\$32,943	\$798,034	\$12,322	\$830,977	\$4,197,968	19.8%	0.8%
COMMISSION ON CIVIL RIGHTS	\$0	\$0	\$0	\$0	\$87,888	0.0%	0.0%
COMPTROLLER	\$326,842	\$5,189,034	\$311,281	\$5,515,876	\$42,738,484	12.9%	0.8%
COPPIN STATE UNIVERSITY	\$133,545	\$1,022,850	\$64,396	\$1,156,395	\$12,415,677	9.3%	1.1%
EDUCATION	\$1,248,870	\$11,923,831	\$67,243	\$13,172,702	\$80,139,097	16.4%	1.6%
ENVIRONMENT	\$148,582	\$2,271,657	\$17,209	\$2,420,239	\$9,453,954	25.6%	1.6%
ENVIRONMENTAL SERVICE	\$4,134,591	\$3,003,721	\$39,393	\$7,138,312	\$72,011,688	9.9%	5.7%
EXECUTIVE DEPARTMENT	\$236,729	\$0	\$33,789	\$236,729	\$3,139,844	7.5%	7.5%
FOOD CENTER AUTHORITY	\$5,432	\$2,747,107	\$5,432	\$2,752,539	\$4,666,273	59.0%	0.1%
FROSTBURG STATE UNIVERSITY	\$175,095	\$1,679,593	\$175,095	\$1,854,688	\$13,403,336	13.8%	1.3%
GENERAL SERVICES	\$5,390,149	\$45,117,962	\$32,645	\$50,508,111	\$513,676,413	9.8%	1.0%
HEALTH	\$6,430,340	\$13,413,768	\$1,177,800	\$19,844,108	\$246,939,951	8.0%	2.6%
HIGHER EDUCATION COMMISSION	\$21,874	\$590,105	\$16,942	\$611,979	\$924,417	66.2%	2.4%
HOUSING & COMMUNITY DEVELOPMENT	\$767,372	\$4,479,377	\$22,510	\$5,246,749	\$18,667,178	28.1%	4.1%
HUMAN SERVICES	\$1,569,725	\$11,457,975	\$395,630	\$13,027,700	\$233,022,950	5.6%	0.7%
INFORMATION TECHNOLOGY	\$572,365	\$15,947,146	\$572	\$16,520,083	\$73,346,814	22.5%	0.8%
INSURANCE ADMINISTRATION	\$1,958	\$497,986	\$1,958	\$499,944	\$1,470,657	34.0%	0.1%
JUVENILE SERVICES	\$2,796,881	\$3,435,856	\$1,004,438	\$6,232,737	\$43,540,041	14.3%	6.4%
LABOR	\$1,599,186	\$1,831,561	\$122,900	\$3,420,746	\$24,241,140	14.1%	6.6%
LOTTERY & GAMING CONTROL	\$839,450	\$101,077	\$426,055	\$940,526	\$68,588,451	1.4%	1.2%
MILITARY DEPARTMENT	\$202,096	\$463,162	\$112,533	\$665,258	\$7,081,571	9.4%	2.9%
MORGAN STATE UNIVERSITY	\$2,462,659	\$2,209,669	\$155,536	\$4,669,328	\$160,329,369	2.9%	1.5%
MOTOR VEHICLE ADMINISTRATION	\$1,852,694	\$11,013,880	\$122,864	\$12,866,573	\$44,840,163	28.7%	4.1%
NATURAL RESOURCES	\$551,153	\$2,061,131	\$275,982	\$2,612,284	\$32,479,041	8.0%	1.7%
PEOPLE'S COUNSEL	\$5,869	\$0	\$5,869	\$5,869	\$1,141,382	0.5%	0.5%
PLANNING	\$351,662	\$1,120,262	\$23,634	\$1,471,924	\$1,812,338	81.2%	19.4%
PORT ADMINISTRATION	\$3,585,891	\$3,062,045	\$88,302	\$6,647,936	\$34,249,513	19.4%	10.5%
PROSECUTOR'S OFFICE	\$1,367	\$0	\$1,367	\$1,367	\$339,101	0.4%	0.4%
PUBLIC SAFETY & CORRECTIONS	\$4,192,683	\$61,190,987	\$984,201	\$65,383,670	\$344,410,003	19.0%	1.2%
PUBLIC SERVICE COMMISSION	\$48,900	\$28,873	\$20,107	\$77,772	\$1,144,071	6.8%	4.3%
PUBLIC WORKS	\$0	\$19,589	\$0	\$19,589	\$45,705	42.9%	0.0%
SALISBURY STATE UNIVERSITY	\$1,778,206	\$837,409	\$484,559	\$2,615,615	\$17,328,252	15.1%	10.3%
SCHOOL FOR THE DEAF	\$17,431	\$355,205	\$17,431	\$372,636	\$3,843,541	9.7%	0.5%
STADIUM AUTHORITY	\$1,861,938	\$28,935,271	\$21,437	\$30,797,208	\$246,093,081	12.5%	0.8%
STATE BOARD OF ELECTIONS	\$1,822,354	\$3,000,744	\$712	\$4,823,097	\$27,164,011	17.8%	6.7%
STATE HIGHWAY ADMINISTRATION	\$9,545,117	\$102,648,460	\$3,072,636	\$112,193,577	\$1,001,199,998	11.2%	1.0%
STATE POLICE	\$6,501,550	\$2,426,653	\$320,188	\$8,928,204	\$41,248,423	21.6%	15.8%
STATE RETIREMENT AGENCY	\$904,177	\$321,479	\$66,502	\$1,225,655	\$7,719,046	15.9%	11.7%
SUBSEQUENT INJURY FUND	\$9,487	\$0	\$9,031	\$9,487	\$90,566	10.5%	10.5%
TAX COURT	\$0	\$0	\$0	\$0	\$18,123	0.0%	0.0%
TOWSON UNIVERSITY	\$9,703,197	\$7,129,359	\$901,994	\$16,832,555	\$62,793,263	26.8%	15.5%
TRANSIT ADMINISTRATION	\$4,034,321	\$11,558,787	\$631,410	\$15,593,108	\$259,378,115	6.0%	1.6%
TRANSPORTATION (TSO)	\$1,386,227	\$6,848,696	\$50,829	\$8,234,922	\$52,973,974	15.5%	2.6%
TRANSPORTATION AUTHORITY	\$20,032,345	\$8,463,423	\$913,182	\$28,495,769	\$507,677,059	5.6%	3.9%
TREASURER'S OFFICE	\$456,787	\$40,844	\$32,087	\$497,631	\$8,012,217	6.2%	5.7%
U OF MD, BALTIMORE COUNTY	\$748,770	\$687,576	\$251,967	\$1,436,346	\$12,174,112	11.8%	6.2%
U OF MD, COLLEGE PARK	\$13,815,088	\$16,342,581	\$919,207	\$30,157,668	\$378,821,223	8.0%	3.6%
U OF MD, EASTERN SHORE	\$176,685	\$970,839	\$67,966	\$1,147,523	\$13,705,941	8.4%	1.3%
U OF MD, GLOBAL COLLEGE	\$330,670	\$2,837,481	\$9,549	\$3,168,150	\$46,096,583	6.9%	0.7%
UNIVERSITY OF BALTIMORE	\$1,057,915	\$459,228	\$107,181	\$1,517,143	\$9,092,935	16.7%	11.6%
VETERANS AFFAIRS	\$16,424	\$558,309	\$14,813	\$574,733	\$3,441,036	16.7%	0.5%
WORKERS' COMPENSATION COMMISSION	\$64,609	\$3,626,394	\$62,889	\$3,691,003	\$3,766,865	98.0%	1.7%
<b>TOTAL</b>	<b>\$124,068,949</b>	<b>\$423,354,159</b>	<b>\$13,982,327</b>	<b>\$547,418,289</b>	<b>\$5,166,215,423</b>	<b>10.6%</b>	<b>2.4%</b>

Exhibit B: FY2019 MBE Awards by Participating Agency/Department

FY2020					
	MBE Prime Contractor Awards	MBE Subcontractor Awards	Total MBE Awards	Total All Awards	MBE Participation
AGING	\$17,814	\$0	\$17,814	\$3,223,920	0.55%
AGRICULTURE	\$189,421	\$0	\$189,421	\$2,617,169	7.24%
ARCHIVES	\$40,378	\$0	\$40,378	\$219,413	18.40%
ASSESSMENTS & TAXATION	\$439,373	\$0	\$439,373	\$2,757,516	15.93%
ATTORNEY GENERAL	\$139,424	\$0	\$139,424	\$458,685	30.40%
AVIATION ADMINISTRATION	\$14,788,470	\$26,057,694	\$40,846,164	\$163,177,667	25.03%
BOWIE STATE UNIVERSITY	\$899,406	\$0	\$899,406	\$14,885,955	6.04%
BUDGET & MANAGEMENT	\$3,587,589	\$1,042,005	\$4,629,594	\$563,163,920	0.82%
CANAL PLACE PRESERVATION	\$5,448	\$0	\$5,448	\$67,033	8.13%
COMMERCE	\$98,366	\$336,578	\$434,944	\$4,783,541	9.09%
COMMISSION ON CIVIL RIGHTS	\$2,917	\$0	\$2,917	\$87,474	3.33%
COMPTROLLER	\$3,113,700	\$3,263,810	\$6,377,510	\$41,571,109	15.34%
COPPIN STATE UNIVERSITY	\$1,372,047	\$674,131	\$2,046,178	\$12,735,824	16.07%
EDUCATION	\$3,603,161	\$1,074,941	\$4,678,102	\$128,278,029	3.65%
ENVIRONMENT	\$1,959,523	\$29,295	\$1,988,818	\$21,995,714	9.04%
ENVIRONMENTAL SERVICES	\$3,913,543	\$12,269,096	\$16,182,639	\$56,982,260	28.40%
EXECUTIVE DEPARTMENT	\$71,372	\$0	\$71,372	\$5,166,431	1.38%
FOOD CENTER AUTHORITY	\$193,376	\$576,921	\$770,297	\$1,668,208	46.18%
FROSTBURG STATE UNIVERSITY	\$782,166	\$0	\$782,166	\$8,596,761	9.10%
GENERAL SERVICES	\$36,165,578	\$35,967,051	\$72,132,629	\$438,463,421	16.45%
HEALTH	\$11,870,327	\$38,464,888	\$50,335,215	\$479,172,915	10.50%
HIGHER EDUCATION COMMISSION	\$10,651	\$0	\$10,651	\$1,009,000	1.06%
HOUSING & COMMUNITY DEVELOPMENT	\$608,858	\$47,128	\$655,986	\$3,132,830	20.94%
HUMAN SERVICES	\$27,112,070	\$29,579,698	\$56,691,768	\$787,495,307	7.20%
INFORMATION TECHNOLOGY	\$342,175	\$2,340,027	\$2,682,202	\$73,346,815	3.66%
INSURANCE ADMINISTRATION	\$404,733	\$61,851	\$466,584	\$3,757,611	12.42%
JUVENILE SERVICES	\$6,443,485	\$59,839	\$6,503,324	\$115,388,476	5.64%
LABOR	\$1,447,276	\$1,789,199	\$3,236,475	\$54,062,408	5.99%
LOTTERY & GAMING CONTROL	\$262,004	\$2,249,121	\$2,511,125	\$20,046,510	12.53%
MARYLAND STATE LIBRARY	\$0	\$210,729	\$210,729	\$1,087,158	19.38%
MILITARY DEPARTMENT	\$316,724	\$0	\$316,724	\$9,531,128	3.32%
MORGAN STATE UNIVERSITY	\$4,778,546	\$12,340,729	\$17,119,275	\$30,045,045	56.98%
MOTOR VEHICLE ADMINISTRATION	\$13,058,104	\$11,330,706	\$24,388,810	\$63,254,394	38.56%
NATURAL RESOURCES	\$321,283	\$426,888	\$748,171	\$29,908,309	2.50%
PEOPLE'S COUNSEL	\$29,922	\$0	\$29,922	\$1,134,650	2.64%
PLANNING	\$75,030	\$0	\$75,030	\$1,144,781	6.55%
PORT ADMINISTRATION	\$65,395	\$18,759,490	\$18,824,885	\$131,638,143	14.30%
PUBLIC BROADCASTING COMMISSION	\$74,025	\$0	\$74,025	\$22,821,403	0.32%
PUBLIC DEFENDER	\$1,392,548	\$0	\$1,392,548	\$13,302,935	10.47%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$15,987,409	\$747,076	\$16,734,485	\$147,894,617	11.32%
PUBLIC SCHOOL CONSTRUCTION	\$14,277,388	\$103,346,032	\$117,623,420	\$671,414,396	17.52%
PUBLIC SERVICE COMMISSION	\$35,331	\$0	\$35,331	\$3,919,060	0.90%
PUBLIC WORKS	\$6,375	\$0	\$6,375	\$25,624	24.88%
SAINT MARY'S COLLEGE OF MARYLAND	\$446,105	\$1,258,631	\$1,704,736	\$26,047,612	6.54%
SALISBURY STATE UNIVERSITY	\$1,036,230	\$80,157	\$1,116,387	\$16,523,277	6.76%
SCHOOL FOR THE DEAF	\$126,431	\$0	\$126,431	\$5,213,884	2.42%
STADIUM AUTHORITY	\$11,706,492	\$99,125,836	\$110,832,328	\$363,206,735	30.51%
STATE BOARD OF ELECTIONS	\$65,859	\$2,937,206	\$3,003,065	\$11,978,546	25.07%
STATE HIGHWAY ADMINISTRATION	\$63,940,384	\$72,353,621	\$136,294,005	\$739,203,727	18.44%
STATE POLICE	\$7,502,675	\$13,321	\$7,515,996	\$31,280,138	24.03%
STATE PROSECUTOR	\$797	\$0	\$797	\$797	100.00%
STATE RETIREMENT AGENCY	\$453,554	\$15,714	\$469,268	\$2,334,334	20.10%
SUBSEQUENT INJURY FUND	\$13,500	\$0	\$13,500	\$55,959	24.12%
TAX COURT	\$1,673	\$0	\$1,673	\$18,123	9.23%
TOWSON UNIVERSITY	\$5,590,009	\$5,660,528	\$11,250,537	\$66,877,775	16.82%
TRANSIT ADMINISTRATION	\$64,838,835	\$56,313,782	\$121,152,617	\$711,199,475	17.03%
TRANSPORTATION (TSO)	\$7,300,406	\$389,376	\$7,689,782	\$34,916,794	22.02%
TRANSPORTATION AUTHORITY	\$977,238	\$37,513,625	\$38,490,863	\$189,725,775	20.29%
TREASURER	\$323,574	\$266,101	\$589,675	\$13,759,380	4.29%
U OF MD, BALTIMORE COUNTY	\$1,208,298	\$8,530,693	\$9,738,991	\$73,440,823	13.26%
U OF MD, COLLEGE PARK	\$18,237,164	\$23,866,850	\$42,104,014	\$361,300,995	11.65%
U OF MD, EASTERN SHORE	\$320,437	\$135,680	\$456,117	\$18,583,016	2.45%
U OF MD, GLOBAL CAMPUS	\$738,671	\$2,944,340	\$3,683,011	\$49,913,138	7.38%
UNIVERSITY OF BALTIMORE	\$838,611	\$337,526	\$1,176,137	\$10,855,752	10.83%
VETERANS AFFAIRS	\$58,096	\$0	\$58,096	\$2,767,310	2.10%
WORKERS' COMPENSATION COMMISSION	\$252,936	\$34,516	\$287,452	\$789,311	36.42%
<b>TOTAL</b>	<b>\$356,280,706</b>	<b>\$614,822,426</b>	<b>\$971,103,132</b>	<b>\$6,865,426,241</b>	<b>14.14%</b>

Exhibit C: FY2020 MBE Awards by Classification

FY2020					
MBE Classification	MBE Prime Contractor Awards	MBE Subcontractor Awards	Total MBE Awards	Total MBE Awards (%)	Total Statewide Awards (%)
<b>African American Total</b>	<b>\$79,453,170</b>	<b>\$181,344,326</b>	<b>\$260,797,496</b>	<b>26.86%</b>	<b>3.80%</b>
<i>African American</i>	<i>\$69,357,822</i>	<i>\$155,440,316</i>	<i>\$224,798,138</i>	<i>23.15%</i>	<i>5.14%</i>
<i>African American Women</i>	<i>\$10,095,348</i>	<i>\$25,904,010</i>	<i>\$35,999,358</i>	<i>3.71%</i>	<i>1.04%</i>
<b>Asian American Total</b>	<b>\$92,989,564</b>	<b>\$148,670,320</b>	<b>\$241,659,884</b>	<b>24.89%</b>	<b>3.52%</b>
<i>Asian American</i>	<i>\$69,957,860</i>	<i>\$131,394,220</i>	<i>\$201,352,080</i>	<i>20.73%</i>	<i>2.93%</i>
<i>Asian American Women</i>	<i>\$23,031,704</i>	<i>\$17,276,100</i>	<i>\$40,307,804</i>	<i>4.15%</i>	<i>0.73%</i>
<b>Hispanic American Total</b>	<b>\$33,388,729</b>	<b>\$71,019,662</b>	<b>\$104,408,391</b>	<b>10.75%</b>	<b>1.52%</b>
<i>Hispanic American</i>	<i>\$23,398,798</i>	<i>\$61,557,924</i>	<i>\$84,956,722</i>	<i>8.75%</i>	<i>1.97%</i>
<i>Hispanic American Women</i>	<i>\$9,989,931</i>	<i>\$9,461,738</i>	<i>\$19,451,669</i>	<i>2.00%</i>	<i>0.16%</i>
<b>Native American Total</b>	<b>\$742,809</b>	<b>\$16,069,359</b>	<b>\$16,812,168</b>	<b>1.73%</b>	<b>0.24%</b>
<i>Native American</i>	<i>\$741,354</i>	<i>\$14,716,989</i>	<i>\$15,458,343</i>	<i>1.59%</i>	<i>0.33%</i>
<i>Native American Women</i>	<i>\$1,455</i>	<i>\$1,352,370</i>	<i>\$1,353,825</i>	<i>0.14%</i>	<i>0.03%</i>
<b>Women</b>	<b>\$146,661,618</b>	<b>\$197,386,579</b>	<b>\$344,048,197</b>	<b>35.43%</b>	<b>5.01%</b>
<b>Disabled</b>	<b>\$3,044,816</b>	<b>\$332,180</b>	<b>\$3,376,996</b>	<b>0.35%</b>	<b>0.05%</b>
<b>Total MBE Awards</b>	<b>\$356,280,706</b>	<b>\$614,822,426</b>	<b>\$971,103,132</b>	<b>100.00%</b>	<b>14.14%</b>
<b>TOTAL</b>					<b>\$6,865,426,241</b>

Exhibit D: FY2020 MBE Awards by Procurement Category

Procurement Category	Total Prime Contractor Awards	MBE Prime Contractor Awards	MBE Subcontractor Awards	Total MBE Awards	MBE Participation
Architectural	\$252,277,088	\$21,947,965	\$52,467,310	\$74,415,275	29.50%
Engineering	\$772,990,711	\$3,488,971	\$30,559,848	\$34,048,819	4.40%
Construction	\$1,206,396,362	\$85,510,745	\$333,208,087	\$418,718,832	34.71%
Construction Related Services	\$53,961,651	\$6,533,681	\$8,054,946	\$14,588,627	27.04%
Maintenance	\$474,404,107	\$59,006,486	\$27,447,782	\$86,454,268	18.22%
Services	\$898,005,191	\$55,889,728	\$66,430,465	\$122,320,193	13.62%
Supplies & Equipment	\$853,500,020	\$12,172,690	\$50,986,883	\$63,159,573	7.40%
IT Services	\$406,098,078	\$24,865,220	\$41,317,312	\$66,182,532	16.30%
IT Supplies & Equipment	\$131,850,865	\$11,941,763	\$7,217	\$11,948,980	9.06%
Human, Cultural, Social & Educational Services	\$133,837,090	\$6,545,430	\$4,342,576	\$10,888,006	8.14%
Corporate Credit Card	\$352,621,181	\$12,356,232	\$0	\$12,356,232	3.50%
Direct Voucher	\$1,329,483,897	\$56,021,795	\$0	\$56,021,795	4.21%
<b>TOTAL</b>	<b>\$6,865,426,241</b>	<b>\$356,280,706</b>	<b>\$614,822,426</b>	<b>\$971,103,132</b>	<b>14.14%</b>

Exhibit E: FY2020 MBE Payment by Participating Agency/Department

FY2020			
MBE Participating Agency/Department	MBE Prime Contractor Payments	MBE Subcontractor Payments	Total MBE Payments
AGING	\$17,814	\$0	\$17,814
AGRICULTURE	\$253,122	\$0	\$253,122
ARCHIVES	\$100,659	\$0	\$100,659
ASSESSMENTS & TAXATION	\$143,091	\$0	\$143,091
ATTORNEY GENERAL	\$103,789	\$9,018	\$112,807
AVIATION ADMINISTRATION	\$7,983,232	\$27,540,961	\$35,524,193
PUBLIC WORKS	\$11,892	\$0	\$11,892
BOWIE STATE UNIVERSITY	\$7,826,907	\$3,547,284	\$11,374,191
CANAL PLACE PRESERVATION	\$5,448	\$0	\$5,448
COMMERCE	\$377,939	\$384,489	\$762,429
COMMISSION ON CIVIL RIGHTS	\$12,963	\$0	\$12,963
COMPTROLLER	\$2,946,758	\$2,847,061	\$5,793,818
COPPIN STATE UNIVERSITY	\$1,169,793	\$674,132	\$1,843,925
BUDGET AND MANAGEMENT	\$8,858,185	\$3,871,786	\$12,729,971
GENERAL SERVICES	\$46,955,265	\$54,889,461	\$101,844,725
HOUSING AND COMMUNITY DEVELOPMENT	\$2,279,766	\$2,973,897	\$5,253,663
INFORMATION TECHNOLOGY	\$0	\$5,380,818	\$5,380,818
JUVENILE SERVICES	\$4,565,784	\$3,480,484	\$8,046,268
NATURAL RESOURCES	\$1,097,241	\$120,113	\$1,217,355
ENVIRONMENT	\$1,954,082	\$29,295	\$1,983,378
EDUCATION	\$14,103,838	\$2,907,929	\$17,011,767
EXECUTIVE DEPARTMENT	\$159,064	\$18,259	\$177,323
FROSTBURG STATE UNIVERSITY	\$781,943	\$0	\$781,943
HEALTH	\$2,382,826	\$8,135,330	\$10,518,156
HIGHER EDUCATION COMMISSION	\$10,651	\$0	\$10,651
HUMAN SERVICES	\$20,371,599	\$0	\$20,371,599
LABOR	\$3,560,392	\$1,941,721	\$5,502,113
LOTTERY & GAMING CONTROL	\$262,004	\$10,201,179	\$10,463,183
ENVIRONMENTAL SERVICES	\$7,918,613	\$22,523,572	\$30,442,185
FOOD CENTER AUTHORITY	\$145,796	\$1,684,409	\$1,830,205
INSURANCE ADMINISTRATION	\$250,759	\$0	\$250,759
STADIUM AUTHORITY	\$17,007,927	\$72,751,748	\$89,759,675
MARYLAND STATE LIBRARY	\$165,312	\$40,556	\$205,868
TRANSPORTATION AUTHORITY	\$6,150,005	\$54,740,331	\$60,890,336
MILITARY DEPARTMENT	\$377,904	\$0	\$377,904
MORGAN STATE UNIVERSITY	\$1,347,193	\$10,633,542	\$11,980,735
MOTOR VEHICLE ADMINISTRATION	\$4,437,320	\$7,034,143	\$11,471,462
PEOPLE'S COUNSEL	\$29,922	\$0	\$29,922
PORT ADMINISTRATION	\$1,393,036	\$5,387,094	\$6,780,129
PUBLIC BROADCASTING COMMISSION	\$74,025	\$0	\$74,025
PUBLIC DEFENDER	\$1,204,283	\$0	\$1,204,283
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$1,171,503	\$0	\$1,171,503
PUBLIC SCHOOL CONSTRUCTION	\$68,035,911	\$177,051,227	\$245,087,138
PUBLIC SERVICE COMMISSION	\$262,044	\$28,694	\$290,738
SAINT MARY'S COLLEGE OF MARYLAND	\$392,462	\$1,742,218	\$2,134,679
SALISBURY STATE UNIVERSITY	\$560,571	\$488,842	\$1,049,413
SCHOOL FOR THE DEAF	\$127,980	\$0	\$127,980
STATE BOARD OF ELECTIONS	\$2,085,977	\$1,454,850	\$3,540,827
STATE HIGHWAY ADMINISTRATION	\$49,109,376	\$143,550,990	\$192,660,366
STATE POLICE	\$9,676,904	\$865,249	\$10,542,154
STATE PROSECUTOR	\$797	\$0	\$797
STATE RETIREMENT AGENCY	\$2,078,134	\$1,097,641	\$3,175,775
SUBSEQUENT INJURY FUND	\$13,500	\$0	\$13,500
TAX COURT	\$1,673	\$0	\$1,673
TOWSON UNIVERSITY	\$8,203,213	\$3,411,806	\$11,615,019
TRANSIT ADMINISTRATION	\$52,802,277	\$75,899,321	\$128,701,598
TREASURER	\$369,181	\$1,570,519	\$1,939,700
U OF MD, BALTIMORE COUNTY	\$356,681	\$7,197,722	\$7,554,402
U OF MD, COLLEGE PARK	\$13,584,546	\$10,867,792	\$24,452,338
U OF MD, EASTERN SHORE	\$288,070	\$88,000	\$376,070
U OF MD, GLOBAL CAMPUS	\$652,456	\$2,804,909	\$3,457,366
UNIVERSITY OF BALTIMORE	\$453,073	\$337,526	\$790,599
VETERANS AFFAIRS	\$800,007	\$2,024,472	\$2,824,480
WORKERS' COMPENSATION COMMISSION	\$3,015,783	\$23,914	\$3,039,697
<b>TOTAL</b>	<b>\$382,840,263</b>	<b>\$734,254,303</b>	<b>\$1,117,094,567</b>

Exhibit F: FY2020 MBE Payment by Classification

FY2020				
MBE Classification	MBE Prime Contractor Payments	MBE Subcontractor Payments	Total MBE Payments	% of Total MBE Procurement
<b>African American Total</b>	<b>\$60,495,582.51</b>	<b>\$252,717,522.15</b>	<b>\$313,213,104</b>	<b>28.04%</b>
<i>African American</i>	\$51,058,894	\$220,779,712	\$271,838,606	24.33%
<i>African American Women</i>	\$9,436,689	\$31,937,810	\$41,374,499	3.70%
<b>Asian American Total</b>	<b>\$97,241,870</b>	<b>\$122,688,510</b>	<b>\$219,930,380</b>	<b>19.69%</b>
<i>Asian American</i>	\$72,142,897	\$112,356,534	\$184,499,431	16.52%
<i>Asian American Women</i>	\$25,098,973	\$10,331,976	\$35,430,949	3.17%
<b>Hispanic American Total</b>	<b>\$49,816,567</b>	<b>\$90,833,014</b>	<b>\$140,649,580</b>	<b>12.59%</b>
<i>Hispanic American</i>	\$45,638,800	\$81,539,647	\$127,178,447	11.38%
<i>Hispanic American Women</i>	\$4,177,766	\$9,293,367	\$13,471,134	1.21%
<b>Native American Total</b>	<b>\$296,611</b>	<b>\$28,170,136</b>	<b>\$28,466,747</b>	<b>2.55%</b>
<i>Native American</i>	\$263,228	\$27,087,180	\$27,350,409	2.45%
<i>Native American Women</i>	\$33,383	\$1,082,956	\$1,116,338	0.10%
<b>Women</b>	<b>\$154,105,084</b>	<b>\$239,649,563</b>	<b>\$393,754,647</b>	<b>35.25%</b>
<b>Disabled</b>	<b>\$2,576,213</b>	<b>\$195,558</b>	<b>\$2,771,771</b>	<b>0.25%</b>
<b>Disadvantaged</b>	<b>\$18,308,337</b>	<b>\$0</b>	<b>\$18,308,337</b>	<b>1.64%</b>
<b>TOTAL</b>	<b>\$382,840,263</b>	<b>\$734,254,303</b>	<b>\$1,117,094,567</b>	<b>100%</b>

Exhibit G: FY2020 VSBE Awards by Participating Agency/Department

FY2020					
VSBE Participating Agency/Department	VSBE Prime Contractor Awards	VSBE Subcontract Awards	Total VSBE Awards	Total All Awards	VSBE Participation
AGING	\$0.00	\$0.00	\$0.00	\$3,223,921.00	0.00%
AGRICULTURE	\$0.00	\$0.00	\$0.00	\$2,608,424.00	0.00%
ARCHIVES	\$27,784.00	\$0.00	\$27,784.00	\$219,413.00	12.66%
ASSESSMENTS & TAXATION	\$0.00	\$0.00	\$0.00	\$4,811,611.00	0.00%
ATTORNEY GENERAL	\$0.00	\$0.00	\$0.00	\$458,685.00	0.00%
AVIATION ADMINISTRATION	\$0.00	\$431,385.00	\$431,385.00	\$171,642,029.00	0.25%
BALTIMORE CITY COMMUNITY COLLEGE	\$415.00	\$0.00	\$415.00	\$8,328,179.00	0.00%
BOWIE STATE UNIVERSITY	\$0.00	\$0.00	\$0.00	\$14,885,955.00	0.00%
BUDGET & MANAGEMENT	\$53,280.00	\$706,655.00	\$759,935.00	\$563,163,920.00	0.13%
COMMERCE	\$0.00	\$19,035.00	\$19,035.00	\$4,783,541.00	0.40%
COMMISSION ON CIVIL RIGHTS	\$0.00	\$0.00	\$0.00	\$87,475.00	0.00%
COMPTROLLER	\$26,928.00	\$681,285.00	\$708,213.00	\$41,571,109.00	1.70%
EDUCATION	\$31,486.00	\$0.00	\$31,486.00	\$44,879,930.00	0.07%
ENVIRONMENT	\$1,950.00	\$0.00	\$1,950.00	\$21,995,713.00	0.01%
EXECUTIVE DEPARTMENT	\$0.00	\$0.00	\$0.00	\$5,166,430.00	0.00%
FOOD CENTER AUTHORITY	\$0.00	\$0.00	\$0.00	\$1,668,208.00	0.00%
GENERAL SERVICES		\$331,312.00	\$331,312.00	\$631,141,894.00	0.05%
HEALTH	\$453,444.00	\$113,873.00	\$567,317.00	\$479,172,914.00	0.12%
HIGHER EDUCATION COMMISSION	\$0.00	\$0.00	\$0.00	\$1,009,000.00	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$0.00	\$0.00	\$0.00	\$3,132,830.00	0.00%
HUMAN SERVICES	\$11,140.00	\$113,682.00	\$124,822.00	\$507,654,455.00	0.02%
INSURANCE ADMINISTRATION	\$13,501.00	\$0.00	\$13,501.00	\$3,742,611.00	0.36%
JUVENILE SERVICES	\$344,246.00	\$0.00	\$344,246.00	\$154,481,986.00	0.22%
LABOR	\$0.00	\$0.00	\$0.00	\$54,062,408.00	0.00%
LOTTERY & GAMING CONTROL	\$2,880.00	\$181.00	\$3,061.00	\$20,305,375.00	0.02%
MILITARY DEPARTMENT	\$106,659.00	\$0.00	\$106,659.00	\$9,531,128.00	1.12%
MOTOR VEHICLE ADMINISTRATION	\$0.00	\$281,670.00	\$281,670.00	\$55,541,478.00	0.51%
NATURAL RESOURCES	\$11,695.00	\$0.00	\$11,695.00	\$29,908,292.00	0.04%
PEOPLE'S COUNSEL	\$0.00	\$0.00	\$0.00	\$1,134,648.68	0.00%
PLANNING	\$0.00	\$0.00	\$0.00	\$1,231,737.00	0.00%
PORT ADMINISTRATION	\$40,000.00	\$284,321.00	\$324,321.00	\$38,501,828.00	0.84%
PUBLIC DEFENDER	\$0.00	\$0.00	\$0.00	\$13,302,935.14	0.00%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$467,228.00	\$281,403.00	\$748,631.00	\$529,006,006.00	0.14%
PUBLIC SERVICE COMMISSION	\$0.00	\$0.00	\$0.00	\$3,919,060.00	0.00%
SCHOOL FOR THE DEAF	\$0.00	\$0.00	\$0.00	\$3,165,374.00	0.00%
STATE BOARD OF ELECTIONS	\$8,438.00	\$84,519.00	\$92,957.00	\$11,978,546.00	0.78%
STATE HIGHWAY ADMINISTRATION	\$213,932.00	\$158,250.00	\$372,182.00	\$739,203,727.00	0.05%
STATE POLICE	\$64,006.00	\$0.00	\$64,006.00	\$28,785,988.00	0.22%
STATE PROSECUTOR	\$0.00	\$0.00	\$0.00	\$13,015.00	0.00%
STATE RETIREMENT AGENCY	\$109,554.00	\$0.00	\$109,554.00	\$2,334,335.00	4.69%
SUBSEQUENT INJURY FUND	\$0.00	\$0.00	\$0.00	\$59,523.00	0.00%
TAX COURT	\$0.00	\$0.00	\$0.00	\$18,123.00	0.00%
TRANSIT ADMINISTRATION	\$3,079,908.00	\$0.00	\$3,079,908.00	\$686,367,019.00	0.45%
TRANSPORTATION (TSO)	\$1,581,844.00	\$0.00	\$1,581,844.00	\$38,004,894.00	4.16%
TRANSPORTATION AUTHORITY	\$5,036,617.00	\$16,121,920.00	\$21,158,537.00	\$189,725,775.00	11.15%
TREASURER	\$0.00	\$0.00	\$0.00	\$13,759,379.00	0.00%
VETERANS AFFAIRS	\$23,264.00	\$0.00	\$23,264.00	\$2,767,310.00	0.84%
WORKERS' COMPENSATION COMMISSION	\$0.00	\$0.00	\$0.00	\$789,311.00	0.00%
<b>TOTAL</b>	<b>\$11,710,199</b>	<b>\$19,609,491</b>	<b>\$31,319,690</b>	<b>\$5,143,247,448</b>	<b>0.61%</b>

Exhibit H: FY2020 VSBE Payments by Participating Agency/Department

FY2020			
State Procurement Agency / Department	VSBE Payments Prime Contractor & Subcontractor	Total All Prime Payments	VSBE Participation
AGING	\$0.00	\$17,814.00	0.00%
AGRICULTURE	\$0.00	\$2,608,424.00	0.00%
ARCHIVES	\$27,784.00	\$1,112,658.00	2.50%
ASSESSMENTS & TAXATION	\$0.00	\$4,043,475.00	0.00%
ATTORNEY GENERAL'S OFFICE	\$0.00	\$679,791.00	0.00%
AVIATION ADMINISTRATION	\$131,473.00	\$180,928,405.00	0.07%
BALTIMORE CITY COMMUNITY COLLEGE	\$415.00	\$799,845.00	0.05%
BUDGET & MANAGEMENT	\$5,366,976.00	\$174,848,659.00	3.07%
COMMERCE	\$0.00	\$4,197,968.00	0.00%
COMMISSION ON CIVIL RIGHTS	\$0.00	\$88,035.00	0.00%
COMPTROLLER	\$117,069.00	\$44,741,852.00	0.26%
EDUCATION	\$236,361	\$35,116,018	0.67%
ENVIRONMENT	\$1,950.00	\$21,995,713.00	0.01%
EXECUTIVE DEPARTMENT	\$0.00	\$5,166,430.00	0.00%
FOOD CENTER AUTHORITY	\$0.00	\$4,280,364.00	0.00%
GENERAL SERVICES	\$8,479,580.00	\$177,106,751.00	4.79%
HEALTH	\$6,546,557.00	\$246,939,951.00	2.65%
HIGHER EDUCATION COMMISSION	\$0.00	\$1,009,000.00	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$0.00	\$18,667,178.00	0.00%
HUMAN SERVICES	\$124,822.00	\$507,654,455.00	0.02%
INSURANCE ADMINISTRATION	\$13,501.00	\$1,493,654.00	0.90%
JUVENILE SERVICES	\$35,610.00	\$17,560,485.00	0.20%
LABOR	\$428,902.00	\$24,241,140.00	1.77%
LOTTERY & GAMING CONTROL	\$13,300.00	\$63,864,235.00	0.02%
MILITARY DEPARTMENT	\$106,659.00	\$6,277,991.00	1.70%
MOTOR VEHICLE ADMINISTRATION	\$616,206.00	\$41,592,287.00	1.48%
NATURAL RESOURCES	\$105,515.00	\$1,097,205.00	9.62%
PEOPLE'S COUNSEL	\$0.00	\$29,921.00	0.00%
PORT ADMINISTRATION	\$6,395.00	\$131,638,144.00	0.00%
PUBLIC DEFENDER	\$0.00	\$9,853,383.00	0.00%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$254,654.00	\$471,688,376.00	0.05%
PUBLIC SERVICE COMMISSION	\$0.00	\$3,919,060.00	0.00%
SCHOOL OF THE DEAF	\$0.00	\$3,165,374.00	0.00%
STATE BOARD OF ELECTIONS	\$92,957.00	\$12,058,732.00	0.77%
STATE HIGHWAY ADMINISTRATION	\$321,587.00	\$61,758,871.00	0.52%
STATE POLICE	\$92,968.00	\$36,123,559.00	0.26%
STATE PROSECUTOR	\$0.00	\$31,486.00	0.00%
STATE RETIREMENT AGENCY	\$108,051.00	\$7,204,410.00	1.50%
SUBSEQUENT INJURY FUND	\$0.00	\$59,523.00	0.00%
TAX COURT	\$0.00	\$18,123.00	0.00%
TRANSIT ADMINISTRATION	\$3,202,604.00	\$1,011,698,307.00	0.32%
TRANSPORTATION (TSO)	\$1,188,038.00	\$52,973,974.00	2.24%
TRANSPORTATION AUTHORITY	\$6,482,747.00	\$504,365,266.00	1.29%
TREASURER	\$0.00	\$8,020,405.00	0.00%
VETERANS AFFAIRS	\$4,611,635.00	\$27,030,922.00	17.06%
WORKERS' COMPENSATION COMMISSION	\$76,298.00	\$3,933,015.00	1.94%
<b>TOTAL</b>	<b>\$38,790,614</b>	<b>\$3,933,700,634</b>	<b>0.99%</b>



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SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS**

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Special Secretary

**Pamela Gregory**

Chief of Staff

**Alison Tavik**

Director, Communications & Outreach

**Chantal Kai-Lewis**

Director, Policy & Legislative Affairs

**Nichelle Johnson**

Manager, MBE Compliance

**Lisa Mitchell Sennaar**

Manager, SBR Compliance

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