



Minority Business Enterprise Program

Fiscal Year 2012 Annual Report



Martin O'Malley, Governor
Anthony Brown, Lt. Governor
Zenita Wickham Hurley, Special Secretary



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Message from Governor O'Malley

Dear Friends:

I am pleased to present the Fiscal Year 2012 Annual Report for the Minority Business Enterprise (MBE) Program. The MBE Program began in 1978 with groundbreaking legislation designed to ensure our small, minority- and women- owned businesses have the opportunity to participate fully and fairly in state-funded contracting. Since that time, we have made real and steady progress toward expanding opportunities for all Marylanders.

It gives me great pride to report we have reached our 25 percent MBE participation goal for the first time in FY2012 – reaching 25.2 percent. Our MBE Program has long been recognized as a national gold standard and reaching this milestone during tough economic times really demonstrates the O'Malley-Brown Administration's commitment to this program.

In fact, our overall motivation is centered on making better choices that deliver better results. Over the past fiscal year, we have made significant investments that impact the business community including programs to stimulate commercial growth and economic development, fuel venture capital investment and support the development of neighborhood businesses.

There is no doubt that our MBE Program makes great economic sense. MBEs received \$1.9 billion in awards and \$1.5 billion in payment in FY2012. This resulted in an economic impact of over 27,000 jobs, \$950 million in wages and salaries and \$73 million in state and local tax revenue. For every dollar invested in the MBE Program, the State got \$1.77 in total economic impact.

Small, minority- and women-owned businesses are the backbone of our economy. Here in Maryland, where diversity is truly our greatest strength, we will continue creating jobs, expanding opportunity and strengthening Maryland's middle class.

Sincerely,

A handwritten signature in black ink that reads "Martin O'Malley". The signature is fluid and cursive, with the first name "Martin" and last name "O'Malley" clearly legible.

Martin O'Malley
Governor

Message from Special Secretary Hurley



Dear Friends:

Reaching our MBE goal for the first time is a great achievement. Small, minority- and women-owned businesses are the largest source of private employment in Maryland and the O'Malley-Brown Administration has been committed to growing our Minority Business Enterprise (MBE) Program throughout their term in office. In fact, our MBE Program has experienced significant growth since FY2007.

- Overall MBE awards have risen from \$1.13 billion in FY2007 to \$1.93 billion in FY2012
- Awards to African American MBE firms have increased by 86 percent from \$206 million in FY2007 to \$384 million in FY2012
- Awards to Asian American MBE firms have increase by 17 percent from \$132 million in FY2007 to \$155 million in FY2012
- Awards to Hispanic American MBE firms have increased by 119 percent from \$62.7 million in FY2007 to \$142.8 million in FY2012
- Awards to women-owned MBE firms have increased by 70 percent from \$323 million in FY2007 to \$550 million in FY2012
- Prime contract awards to MBEs have increased by 76 percent from \$609 million in FY2007 to \$1.07 billion in FY2012
- Payments to MBEs have increased by 101 percent from \$751.8 million in FY2007 to \$1.5 billion in FY2012

We have worked hard to make Maryland a national leader in MBE participation and this report reflects those efforts. In addition to MBE Program data, it also provides information about GOMA's broader responsibilities with regard to statewide small business development and minority inclusion business practices.

Our MBE Program is all about redressing discrimination and ensuring that small, minority- and women-owned businesses have access to State procurement opportunities. Diversity remains one of Maryland's greatest assets and I firmly believe that our MBE Program has a bright future.

Sincerely,

Zenita Wickham Hurley
Special Secretary

Minority Business Enterprise Program

FY2012 Annual Report

About the MBE Program

Maryland's Minority Business Enterprise (MBE) Program was established in 1978 to remedy discrimination by increasing opportunities for minority- and woman-owned firms to engage in state procurement opportunities. Maryland's MBE Program is governed by State statutes as set forth in Section 14-301, et seq. of the State Finance and Procurement Article (2009 Repl. Vol., 2012 Supp) Md. Code Ann. Today, it is a national model for minority business inclusion. With a statewide participation goal of 25 percent, the MBE Program requires 70 State agencies and departments to structure their procurements to try to achieve this target. Oversight of the MBE Program rests with the Governor's Office of Minority Affairs (GOMA).

Key MBE Program Measurements

Maryland continues to make steady strides in its efforts to connect small, minority- and women-owned businesses to State contracting and procurement opportunities. Key accomplishments of the MBE Program over the past fiscal year include:

- 25.2 percent MBE participation – representing the first time Maryland has reached the overall statewide goal
- \$1.93 billion in State procurement and contracts awarded to certified MBE firms; a 17 percent increase from the previous fiscal year (\$1.46 billion)
- \$1.51 billion paid to certified MBE firms; a 31 percent increase from the previous fiscal year (\$1.15 billion)
- 714 new firms received MBE certification
- 5,533 firms were certified (as of June 31, 2012)

Under the O'Malley-Brown Administration, the MBE Program has experienced significant growth. Key accomplishments from FY2007 through FY2012 include:

- 70 percent increase in contract awards to certified MBEs overall
- 86 percent increase in contract awards to certified African Americans
- 17 percent increase in contract awards to certified Asian American firms
- 119 percent increase in contract awards to certified Hispanic American firms
- 70 percent increase in contract awards to certified Women-owned firms

GOMA's Role

GOMA administers and monitors the MBE Program in accordance with applicable policies, laws and regulations within the 70 State agencies and departments that are impacted by the program. As a cabinet level agency, GOMA also serves as an advisor to the O'Malley-Brown Administration on key issues affecting small and disadvantaged business communities. This includes taking a lead role in working with stakeholders to develop and implement policies and procedures aimed at increasing participation in State-funded and supported contracting through advocacy, compliance, legislation and policy. In addition, GOMA conducts a statewide outreach program and maintains an active website (www.goma.maryland.gov) which features a wide array of State and federal small business resources in addition to a calendar of events that promotes procurement and business development events across the State.

- **Advocacy** - GOMA promotes fairness and compliance in the MBE Program and serves as the state's primary advocate for small, minority- and women-owned businesses. Every state agency employs an MBE Liaison responsible for administering the MBE Program within that agency. The MBE Liaison is responsible for reviewing agency contracting procedures to ensure compliance with MBE best practices and submitting monthly and annual MBE utilization reports to GOMA. MBE Liaisons also coordinate agency outreach efforts to the minority business community and assist MBEs in resolving any issues that may arise while performing on a state-funded contract. In 2009, GOMA established a fraud hotline to give the business community a venue for reporting potential violations of the MBE Program. A call to the hotline (410-767-3582) will trigger an investigation.
- **Compliance** - GOMA's compliance unit works vigorously to provide statewide oversight of the implementation of the MBE Program at the agency level. In this role, GOMA develops policy guidance to assist agencies in administering all aspects of the MBE Program, including goal-setting, contract compliance, reporting, and dispute resolution. GOMA produces a number of reports documenting MBE utilization within state procurement as well as other efforts targeted toward the inclusion of disadvantaged businesses in state-funded or regulated activities. These reports are available at www.goma.maryland.gov.
- **Legislation & Policy** - The legislation and policies governing our MBE Program are continuously evolving to ensure that the program remains fair, flexible and constitutional. GOMA's legislative staff members play a key role in the community and consistently engage stakeholders around issues impacting both the MBE Program and the Small Business Reserve Program. Visit the Legislation & Policy page of GOMA's website at www.goma.maryland.gov often to track changes to these programs.
- **Outreach** - GOMA is committed to promoting the MBE Program's benefits to small, minority- and women-owned businesses across the State. Staff members regularly participate as keynote speakers, subject-matter experts and exhibitors at conferences, workshops, seminars, resource fairs and trade shows. GOMA also hosts training and educational events throughout the year and produces an annual resource publication in collaboration with *The Daily Record* newspaper. Our team of advocates is happy to provide information and assistance to small and minority business owners by phone or appointment.

MBE University Conference

The MBE University Conference is Maryland's premiere educational and business development event for small, minority- and women-owned businesses. Founded by the O'Malley-Brown Administration in 2009, it has become a gathering place for all stakeholders who support diversity and private-sector firms who support this initiative as participants and sponsors. GOMA hosts two MBE University Conferences each year at locations around the state. In FY2012, the conference drew nearly 450 participants in Prince George's County in the fall and over 300 in Howard County in the spring.



MBE Certification

While certification is not required for small, minority- and women-owned firms to do business with the State of Maryland, only the work of certified MBEs can be counted toward meeting the state's overall and contract-specific MBE participation goals. The Office of Minority Business Enterprise (OMBE), a division of the Maryland Department of Transportation (MDOT), is the State's official certification agency. OMBE maintains the online directory of certified firms which is available to the public and is utilized in both the public and private sectors. OMBE manages initial certification, renewals, expansion of services requests and interstate certification. (Learn more about certification by visiting the Minority/Disadvantaged Business Enterprise tab at www.mdot.maryland.gov.)

Key Policy Highlights

The O'Malley-Brown Administration has enhanced Maryland's MBE Program by regularly reviewing and strengthening the legislation and policies governing the program. The following key achievements were reached in FY2012:

- Reauthorized the MBE Program through July 1, 2016 with new regulations to ensure that the program remains fair and flexible.
- Reaffirmed the requirement for an overall aspirational statewide MBE goal and allowed increased flexibility by requiring GOMA, in consultation with the Maryland Department of Transportation (MDOT) and the Office of the Attorney General (OAG), to evaluate data and set an overall goal every two years through the Code of Maryland Regulations (COMAR).
- Expanded opportunities for MBE firms by authorizing GOMA, in consultation with MDOT and OAG to issue regulations that will govern how the work of MBE prime contractors may be counted toward contract goals.
- Mandated that the Board of Public Works adopt regulations that require all contracts with an MBE participation goal to contain a liquidated damages provision that applies in the event that prime contractor does not comply in good faith with its MBE participation commitments.
- Reaffirmed the policy that the MBE Participation Schedule is part of the executed contract.
- Prohibited replacement of MBE firms after contract execution without good cause and only upon approval by the head of the agency and the written consent of the MBE liaison.

- Required GOMA to consult with MBE Program stakeholders in establishing the program’s overall goals.
- Required GOMA, in consultation with MDOT and OAG to reevaluate relevant data and update subgoal guidelines every two years.
- Clarified the requirement that state agencies monitor and collect data with respect to MBE contract compliance and take corrective action when prime contractors do not make good faith efforts to comply with MBE contract goals.

Economic Impact of the MBE Program

The MBE Program supports the State’s overarching goal of creating jobs, expanding opportunity and strengthening Maryland’s middle class. In FY2012, the State made \$1.5 billion in procurement payments to MBE firms which helped create or save 27,153 jobs (18,095 direct jobs and 9,058 secondary jobs); resulted in \$954.9 million in direct and secondary wages and salaries; and approximately \$73.6 million in direct and secondary State and local tax revenues. The MBE Program generated a total of \$1.77 in total economic impact per dollar of State procurement funds as illustrated by the following chart.

Exhibit 1: FY2012 Economic Impact of MBE Procurements in Maryland

	Direct	Secondary	Total
Expenditures (\$millions)	\$1,371.3	\$1,297.1	\$2,668.3
Per \$1 of MBE Procurements	\$0.91	\$0.86	\$1.77
Employee Wages & Salaries (\$millions)	\$600.2	\$354.7	\$954.9
Employment (FTEs)	18,095	9,058	27,153
Per \$1 million of MBE Procurements	12.0	6.0	18.0
State Tax Receipts (\$millions)	\$33.6	\$22.1	\$55.7
Sales and Use Tax	\$16.3	\$10.7	\$27.0
Personal Income Tax	\$17.4	\$11.4	\$28.7
Local Income Surtax (\$millions)	\$10.8	\$7.0	\$17.8
State and Local Tax Receipts (\$millions)	\$44.4	\$29.2	\$73.6
Per \$1 million of MBE Procurements	\$29,394	\$19,304	\$48,697

Source: Governor’s Office of Minority Affairs, DBED Office of Research and Information Services, IMPLAN 2010

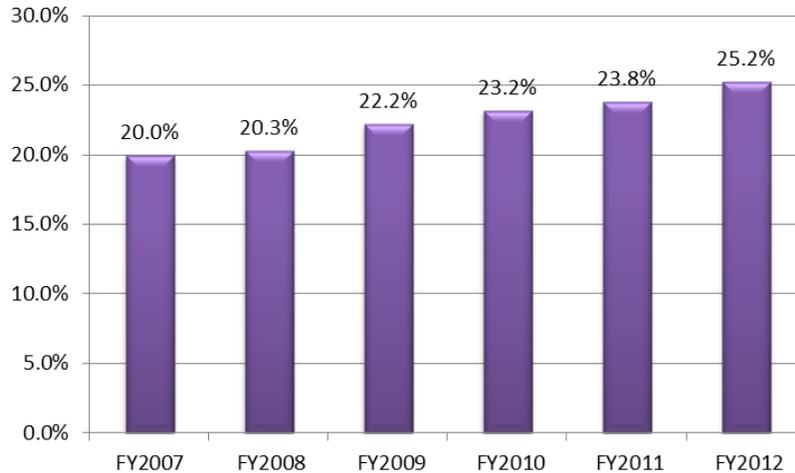
MBE Program Progress

Analysis of State Procurement Agency/Department Performance for FY2012

Overall Goal:

The overall participation goal of Maryland’s MBE Program was set at 25 percent in 2001 and remains among the highest in the country. FY2012 marks a significant milestone as the first time we not only hit the goal, but exceeded it, achieving 25.2 percent MBE participation. Since FY2007, MBE participation has increased by 70 percent as shown in Exhibit 2.

Exhibit 2: Overall MBE Participation (%) - Fiscal Years 2007-2012



Statewide Procurement:

The overall statewide MBE participation goal is achieved through the combined efforts of 70 procurement agencies/departments. Exhibit 3 provides statistical detail of the participation of each individual agency/department.

Exhibit 3: Awards by State Procurement Agency/Department – FY2012

State Procurement Agency/Department	Total Prime Awards	Total MBE Awards	MBE Participation
Aging	\$3,730,342	\$1,297,865	34.79%
Agriculture	\$5,056,324	\$528,930	10.46%
Archives	\$950,855	\$255,672	26.89%
Assessments & Taxation	\$623,419	\$58,892	9.45%
Attorney General's Office	\$972,178	\$120,364	12.38%
Automobile Insurance Fund	\$377,467	\$221,111	58.58%
Baltimore City Community College	\$7,119,928	\$723,223	10.16%
Bowie State University	\$17,285,954	\$4,426,460	25.61%
Budget & Management	\$107,911,199	\$6,432,539	5.96%
Business & Economic Development	\$5,871,881	\$1,960,451	33.39%
Canal Place Restoration	\$215,612	\$0	0.00%
Civil Rights (Human Relations) Council	\$192,976	\$44,384	23.00%
College Savings Plans	\$1,820,511	\$434,017	23.84%
Comptroller	\$9,172,260	\$1,039,043	11.33%
Coppin State University	\$19,073,403	\$4,071,073	21.34%
Deaf, School for the	\$1,358,736	\$71,351	5.25%
Education	\$86,257,717	\$29,266,332	33.93%
Elections	\$2,037,912	\$485,638	23.83%
Environment	\$9,210,613	\$3,439,291	37.34%
Environmental Services	\$48,803,048	\$6,544,009	13.41%
Executive Department	\$17,142,356	\$569,287	3.32%
Food Center Authority	\$2,454,005	\$130,379	5.31%
Frostburg State University	\$16,433,545	\$1,586,420	9.65%
General Services	\$460,116,078	\$72,600,137	15.78%

State Procurement Agency/Department	Total Prime Awards	Total MBE Awards	MBE Participation
Health & Mental Hygiene	\$1,115,514,652	\$612,396,144	54.90%
Higher Education Commission	\$1,798,875	\$56,222	3.13%
Housing & Community Development	\$12,612,984	\$4,416,615	35.02%
Human Resources	\$381,050,975	\$55,801,952	14.64%
Information Technology	\$66,433,601	\$7,946,316	11.96%
Insurance Administration	\$2,560,993	\$329,742	12.88%
Juvenile Services	\$148,957,645	\$16,398,240	11.01%
Labor, Licensing & Regulation	\$21,385,507	\$5,037,549	23.56%
Lottery	\$238,589,563	\$48,772,339	20.44%
Military	\$4,293,042	\$144,149	3.36%
Morgan State University	\$29,910,737	\$7,118,373	23.80%
Natural Resources	\$20,891,785	\$1,536,541	7.35%
People's Counsel	\$996,175	\$31,777	3.19%
Planning	\$1,716,904	\$129,599	7.55%
Police	\$21,959,167	\$4,411,313	20.09%
Prosecutor's Office	\$11,643	\$724	6.22%
Public Defender's Office	\$6,917,897	\$605,431	8.75%
Public Safety & Correctional Services	\$933,475,992	\$214,592,058	22.99%
Public School Construction	\$671,310,168	\$174,173,806	25.95%
Public Service Commission	\$3,385,776	\$418,717	12.37%
Public Television	\$5,035,857	\$773,304	15.36%
Public Works	\$63,044	\$18,416	29.21%
Retirement	\$2,917,882	\$877,364	30.07%
Saint Mary's College	\$17,021,420	\$716,451	4.21%
Salisbury State University	\$13,097,120	\$1,387,838	10.60%
Stadium Authority	\$13,334,403	\$3,864,603	28.98%
Subsequent Injury Fund & Uninsured Employer	\$50,131	\$0	0.00%
Supplemental Retirement	\$1,589,108	\$316,114	19.89%
Tax Court	\$35,388	\$4,677	13.22%
Towson University	\$45,864,399	\$8,938,983	19.49%
Transportation - Aviation	\$328,242,926	\$114,855,911	34.99%
Transportation - Motor Vehicle	\$58,107,152	\$23,391,761	40.26%
Transportation - Office of the Secretary	\$51,041,486	\$8,976,994	17.59%
Transportation - Port Administration	\$90,757,632	\$13,839,400	15.25%
Transportation - State Highway	\$819,866,000	\$170,921,759	20.85%
Transportation - Transit Administration	\$330,037,307	\$38,210,719	11.58%
Transportation - Transportation Authority	\$496,481,078	\$109,635,511	22.08%
Treasurer's Office	\$14,251,113	\$131,117	0.92%
University of Baltimore	\$12,579,827	\$1,272,276	10.11%
University of Maryland, Baltimore	\$248,310,550	\$44,856,054	18.06%
University of Maryland, Baltimore County	\$63,409,140	\$10,030,637	15.82%
University of Maryland, College Park	\$407,625,089	\$70,582,564	17.32%
University of Maryland, Eastern Shore	\$19,946,043	\$2,384,568	11.96%
University of Maryland, University College	\$105,269,642	\$11,615,029	11.03%
Veteran's Affairs	\$2,766,704	\$636,163	22.99%
Workers Compensation	\$964,731	\$117,194	12.15%
TOTAL	\$7,656,627,572	\$1,928,979,884	25.19%

Cabinet Procurement:

Under the guidance of the O'Malley-Brown Administration, cabinet-level procurement agencies and departments continued to take the lead in MBE achievement, with a combined total of 27.14 percent MBE participation in contract awards.

Exhibit 4: Awards by State Cabinet Procurement Agencies & Departments – FY2012

State Cabinet Procurement Agency/Department	Total Prime Awards	Total MBE Awards	% MBE Participation
Aging	\$3,730,342	\$1,297,865	34.79%
Agriculture	\$5,056,324	\$528,930	10.46%
Budget & Management	\$107,911,199	\$6,432,539	5.96%
Business & Economic Development	\$5,871,881	\$1,960,451	33.39%
Education	\$86,257,717	\$29,266,332	33.93%
Environment	\$9,210,613	\$3,439,291	37.34%
Executive Department	\$17,142,356	\$569,287	3.32%
General Services	\$460,116,078	\$72,600,137	15.78%
Health & Mental Hygiene	\$1,115,514,652	\$612,396,144	54.90%
Higher Education Commission	\$1,798,875	\$56,222	3.13%
Housing & Community Development	\$12,612,984	\$4,416,615	35.02%
Human Resources	\$381,050,975	\$55,801,952	14.64%
Information Technology	\$66,433,601	\$7,946,316	11.96%
Juvenile Services	\$148,957,645	\$16,398,240	11.01%
Labor, Licensing & Regulation	\$21,385,507	\$5,037,549	23.56%
Natural Resources	\$20,891,785	\$1,536,541	7.35%
Planning	\$1,716,904	\$129,599	7.55%
Police	\$21,959,167	\$4,411,313	20.09%
Public Safety & Correctional Services	\$933,475,992	\$214,592,058	22.99%
Transportation - Aviation	\$328,242,926	\$114,855,911	34.99%
Transportation - Motor Vehicle	\$58,107,152	\$23,391,761	40.26%
Transportation - Office of the Secretary	\$51,041,486	\$8,976,994	17.59%
Transportation - Port	\$90,757,632	\$13,839,400	15.25%
Transportation - State Highway	\$819,866,000	\$170,921,759	20.85%
Transportation - Transit Administration	\$330,037,307	\$38,210,719	11.58%
Transportation - Transportation Authority	\$496,481,078	\$109,635,511	22.08%
Veteran's Affairs	\$2,766,704	\$636,163	22.99%
TOTAL	\$5,598,394,883	\$1,519,285,599	27.14%

StateStat Reporting Agency/Department Procurement:

StateStat is a performance-measurement and management tool implemented by Governor Martin O'Malley to make our State government more accountable and more efficient. Fourteen agencies/departments, a subset of the Governor's cabinet, regularly participate in the StateStat review process. Exhibit 5 reflects MBE participation among the StateStat agencies/departments which collectively exceeded the overall State goal, reaching 27.34 percent.

Exhibit 5: Awards by StateStat Reporting Procurement Agency/Department – FY2012

State Procurement Agency/Department	Total Prime Contract Awards	Total MBE Awards	% MBE Participation
Business & Economic Development	\$5,871,881	\$1,960,451	33.39%
Education	\$86,257,717	\$29,266,332	33.93%
General Services	\$460,116,078	\$72,600,137	15.78%
Health & Mental Hygiene	\$1,115,514,652	\$612,396,144	54.90%
Housing & Community Development	\$12,612,984	\$4,416,615	35.02%
Human Resources	\$381,050,975	\$55,801,952	14.64%
Juvenile Services	\$148,957,645	\$16,398,240	11.01%
Labor, Licensing & Regulation	\$21,385,507	\$5,037,549	23.56%
Police	\$21,959,167	\$4,411,313	20.09%
Public Safety & Correctional Services	\$933,475,992	\$214,592,058	22.99%
Transportation - Aviation	\$328,242,926	\$114,855,911	34.99%
Transportation - Motor Vehicle	\$58,107,152	\$23,391,761	40.26%
Transportation - State Highway	\$819,866,000	\$170,921,759	20.85%
Transportation - Transit Administration	\$330,037,307	\$38,210,719	11.58%
TOTAL	\$6,259,709,369	\$1,711,641,091	27.34%

Awards by Procurement Category:

MBE awards in Maryland are divided into 11 different business sectors, referred to as procurement categories. Total MBE awards across these procurement categories totaled \$1.9 billion in FY2012. Exhibits 6 through 8 illustrate FY2012 total prime awards, MBE prime awards, MBE subcontract awards, total MBE awards and the percentage of MBE participation by procurement category.

Exhibit 6: Total Awards by Procurement Category – FY2012

Procurement Category	Total Prime Awards (Including MBE)	Total MBE Awards (Prime & Sub)	Total MBE Participation Percentage*
Architectural/Engineering	\$322,559,633	\$72,671,765	22.53%
Construction	\$2,150,396,858	\$515,216,786	23.96%
Construction Related Services	\$59,571,565	\$15,548,226	26.10%
Maintenance	\$702,382,082	\$184,178,609	26.22%
Services	\$1,674,766,991	\$318,095,911	18.99%
Supplies & Equipment	\$584,666,888	\$42,910,777	7.34%
IT Services	\$519,680,602	\$136,670,386	26.30%
IT Supplies & Equipment	\$130,279,538	\$21,624,793	16.60%
Human, Cultural, Social & Educational Services	\$1,214,918,310	\$601,070,785	49.47%
Corporate Credit Card	\$197,026,375	\$9,923,557	5.04%
Direct Voucher	\$100,378,732	\$11,068,290	11.03%
Totals	\$7,656,627,572	\$1,928,979,884	25.19%

Exhibit 7: FY2012 Total Prime Awards (Including MBE) by Procurement Category - \$7.6 B

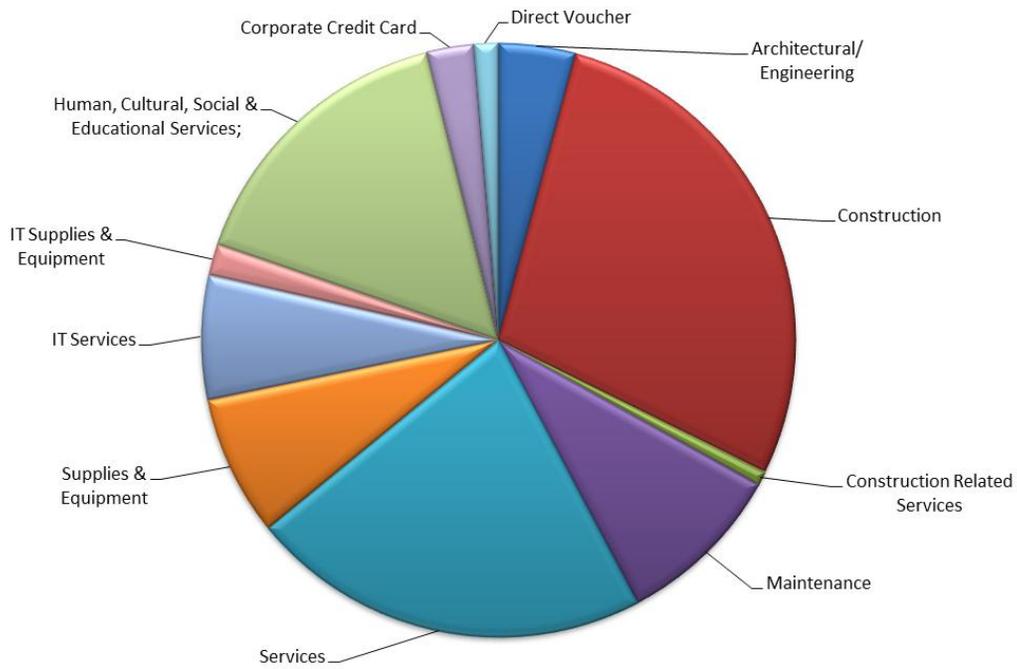
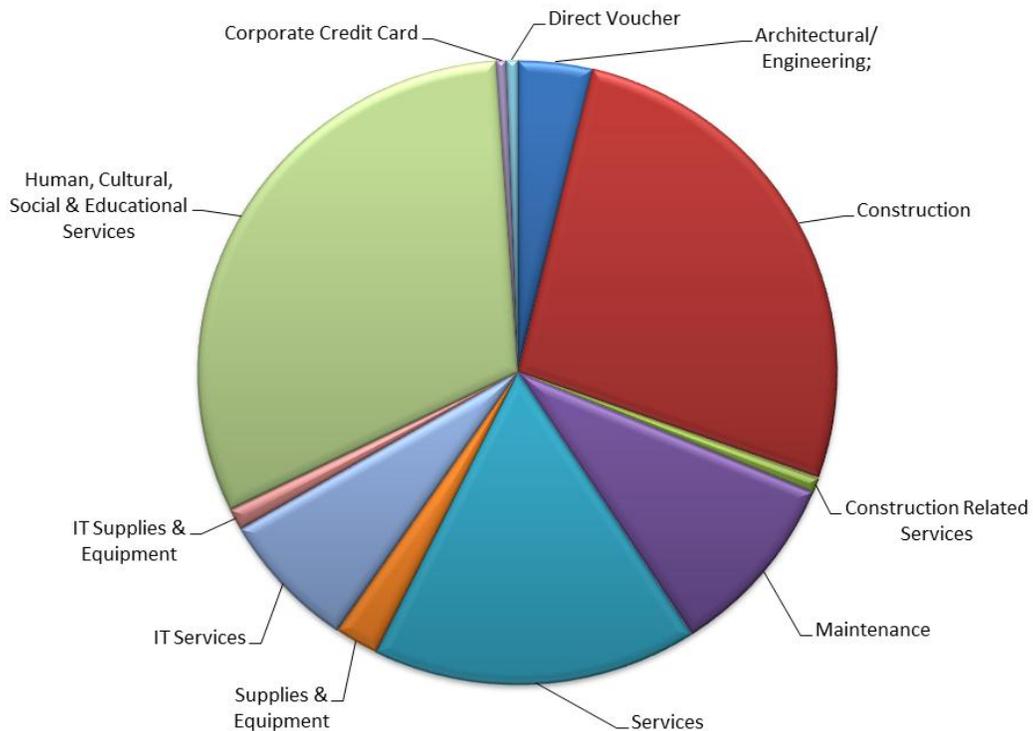


Exhibit 8: FY2012 Total MBE Awards by Procurement Category - \$1.9 B



Awards by Classification:

MBE classification connotes the category in which firms have been certified as socially and economically disadvantaged according to race, ethnicity, gender or disability. Exhibits 9 and 10 provide a breakdown of awards for FY2012 and Fiscal Years 2007-2012.

Exhibit 9: MBE Awards by Classification – FY 2012

MBE Classification	Total Prime Awards	Total Subcontract Award	Total Prime and Subcontract Award	% of Total MBE Procurement	% of Total All Procurement Awards
Total African American	\$50,643,051	\$333,403,321	\$384,046,372	19.91%	5.02%
African American	\$40,363,010	\$287,150,821	\$327,513,831	16.98%	4.28%
African American Women	\$10,280,041	\$46,252,500	\$56,532,541	2.93%	0.74%
Total Asian	\$57,395,968	\$97,951,383	\$155,347,351	8.05%	2.03%
Asian	\$44,763,171	\$92,343,657	\$137,106,827	7.11%	1.79%
Asian Women	\$12,632,798	\$5,607,727	\$18,240,525	0.95%	0.24%
Total Hispanic	\$47,158,358	\$95,704,628	\$142,862,986	7.41%	1.87%
Hispanic	\$46,648,516	\$90,781,632	\$137,430,149	7.12%	1.79%
Hispanic Women	\$509,842	\$4,922,996	\$5,432,838	0.28%	0.07%
Total Native American	\$940,366	\$14,753,325	\$15,693,691	0.81%	0.20%
Native American	\$155,238	\$12,518,256	\$12,673,494	0.66%	0.17%
Native American Women	\$785,128	\$2,235,069	\$3,020,197	0.16%	0.04%
Women Only	\$239,819,054	\$310,984,390	\$550,803,444	28.55%	7.19%
Disabled	\$138,200	\$466,269	\$604,470	0.03%	0.01%
Disadvantaged	\$133	\$5,799	\$5,932	0.00%	0.00%
Subtotal Ethnic, Women, Disabled & Disadvantaged MBEs	\$396,095,130	\$853,269,115	\$1,249,364,246	64.77%	16.32%
Non-Profit (Certified)	\$279,297,668	\$1,465,280	\$280,762,948	14.55%	3.67%
Community Service Provider (formerly Sheltered Workshop)	\$398,848,157	\$4,534	\$398,852,691	20.68%	5.21%
Subtotal Non-Profit & Community Service Providers	\$678,145,825	\$1,469,814	\$679,615,639	35.23%	8.88%
Total MBE Procurement	\$1,074,240,956	\$854,738,929	\$1,928,979,885	100.0%	25.19%
Total All Procurement Awards			\$7,656,627,573		

Exhibit 10: MBE Contract Awards by Classification – Fiscal Years 2007-2012

MBE Classification	FY2007 MBE Contract Awards	FY2008 MBE Contract Awards	FY2009 MBE Contract Awards	FY2010 MBE Contract Awards	FY2011 MBE Contract Awards	FY2012 MBE Contract Awards
Total African American	\$206,206,524	\$266,333,768	\$371,145,118	\$291,083,335	\$335,054,979	\$384,046,371
African American	\$206,206,524	\$266,333,768	\$371,145,118	\$270,229,367	\$284,238,784	\$327,513,830
African American Women	--	--	--	\$20,853,968	\$50,816,195	\$56,532,541
Total Asian	\$132,742,960	\$116,253,861	\$210,432,615	\$164,368,688	\$233,598,157	\$155,347,351
Asian	\$132,742,960	\$116,253,861	\$210,432,615	\$158,944,589	\$212,593,430	\$137,106,826
Asian Women	--	--	--	\$5,424,099	\$21,004,727	\$18,240,525
Total Hispanic	\$62,657,536	\$96,115,893	\$139,880,199	\$138,975,923	\$142,831,867	\$142,862,987
Hispanic	\$62,657,536	\$96,115,893	\$139,880,199	\$137,166,086	\$139,030,941	\$137,430,149
Hispanic Women	--	--	--	\$1,809,836	\$3,800,927	\$5,432,838
Total Native American	\$19,055,663	\$39,906,457	\$5,556,966	\$7,069,842	\$18,075,578	\$15,693,691
Native American	\$19,055,663	\$39,906,457	\$5,556,966	\$6,111,691	\$11,972,101	\$12,673,494
Native American Women	--	--	--	\$958,151	\$6,103,477	\$3,020,197
Women only	\$322,921,247	\$396,673,808	\$439,676,065	\$320,469,157	\$429,875,319	\$550,803,444
Subtotal Minorities & Women Designations	\$743,583,930	\$915,283,787	\$1,166,690,963	\$921,966,945	\$1,159,435,900	\$1,248,753,844
Disabled	\$6,432,211	\$1,491,710	\$35,975,201	\$1,585,061	\$1,574,197	\$604,470
Non-Profit (Certified)	\$192,007,334	\$268,549,985	\$237,308,842	\$292,644,486	\$291,069,381	\$280,762,948
Community Service Provider (formerly Sheltered Workshop)	\$190,238,758	\$123,480,078	\$212,212,983	\$172,229,495	\$187,203,224	\$398,852,691
Disadvantaged	--	--	--	\$49,894	\$2,756,735	\$5,932
Subtotal Non-Profits & Other MBE Designations	\$388,678,303	\$393,521,773	\$485,497,026	\$466,508,936	\$482,603,537	\$680,226,041
Total MBE Procurement	\$1,132,262,233	\$1,308,805,560	\$1,652,187,990	\$1,388,475,881	\$1,642,039,438	\$1,928,979,885

Performance Relative to Prime Contracting:

GOMA monitors the level of prime contracting awards for MBEs. Prime contracting opportunities are highly desired by most MBEs and are viewed by the State as a direct pathway for small, minority- and women-owned businesses to increase capacity and grow.

Exhibit 11: MBE Prime Contracting Awards – FY2007-FY2012

MBE Classification	FY2007 MBE Prime Contract Awards	FY2008 MBE Prime Contract Awards	FY2009 MBE Prime Contract Awards	FY2010 MBE Prime Contract Awards	FY2011 MBE Prime Contract Awards	FY2012 MBE Prime Contract Awards
Total African American	\$41,826,100	\$47,175,344	\$31,399,942	\$50,607,567	\$90,669,008	\$50,643,051
<i>African American</i>	\$41,826,100	\$47,175,344	\$31,399,942	\$45,677,986	\$72,670,257	\$40,363,010
<i>African American Woman</i>	--	--	--	\$4,929,582	\$17,998,751	\$10,280,041
Total Asian	\$54,708,824	\$36,508,698	\$70,933,305	\$69,581,575	\$88,672,292	\$57,395,969
<i>Asian</i>	\$54,708,824	\$36,508,698	\$70,933,305	\$68,901,598	\$79,135,429	\$44,763,171
<i>Asian Woman</i>	--	--	--	\$679,977	\$9,536,863	\$12,632,798
Total Hispanic	\$27,501,184	\$23,771,344	\$37,398,232	\$62,778,224	\$47,806,176	\$47,158,358
<i>Hispanic</i>	\$27,501,184	\$23,771,344	\$37,398,232	\$62,256,327	\$47,426,658	\$46,648,516
<i>Hispanic Woman</i>	--	--	--	\$521,896	\$379,518	\$509,842
Total Native American	\$446,810	\$244,069	\$117,183	\$223,415	\$628,930	\$940,366
<i>Native American</i>	\$446,810	\$244,069	\$117,183	\$219,078	\$421,751	\$155,238
<i>Native American Woman</i>	--	--	--	\$4,337	\$207,179	\$785,128
Women Only	\$99,563,933	\$135,815,625	\$155,222,378	\$112,900,438	\$164,126,239	\$239,819,054
Subtotal Minorities & Women Designations	\$224,046,850	\$243,515,080	\$295,071,040	\$296,091,219	\$391,902,645	\$395,956,798
Disabled	\$5,567,877	\$755,050	\$309,522	\$464,418	\$613,185	\$138,200
Non-Profit (Certified)	\$189,306,494	\$390,350,051	\$235,354,889	\$290,750,022	\$287,333,348	\$279,297,668
Community Service Provider (Sheltered Workshops - Certified)	\$190,238,758	\$777,490	\$212,212,983	\$172,229,495	\$187,201,283	\$398,848,157
Disadvantaged	--	--	--	\$49,894	\$8,484	\$133
Subtotal Non-Profits & Other MBE Designations	\$385,113,128	\$391,882,591	\$447,877,394	\$463,493,828	\$475,156,299	\$678,284,158
Total	\$609,159,978	\$635,397,671	\$742,948,434	\$759,585,048	\$867,058,944	\$1,074,240,956

Analysis of MBE Payments

Payments to MBEs reached its highest level in the history of the program at \$1.5 billion in FY2012. This represents a 3 percent increase over the previous fiscal year and 101 percent increase since FY2007 as illustrated in Exhibit 12. Exhibit 13 shows payments by MBE classification for both MBE primes as well as MBE subcontractors, and Exhibit 14 identifies payments to MBEs by agencies/departments for FY2012.

Exhibit 12: Total MBE Payments – Fiscal Years 2007–2012

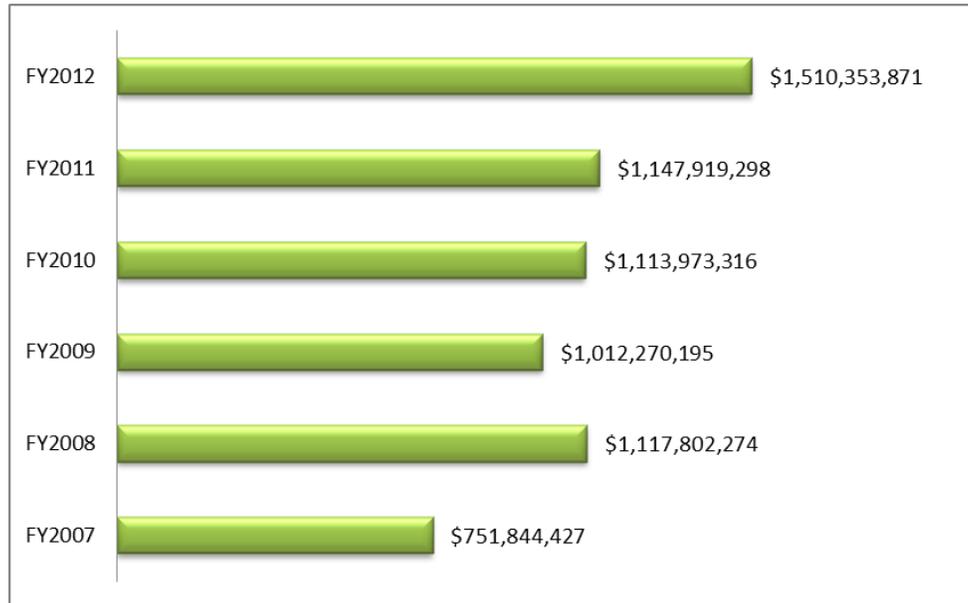


Exhibit 13: MBE Payments by Classification – FY2012

MBE Classifications	Total MBE Prime Payments	Total MBE Subcontractor Payments	Total MBE Prime and MBE Subcontractor Payments	% of Total MBE Payments
Total African American	\$ 62,291,442.97	\$ 190,838,195.37	\$ 253,129,638.34	16.76%
African American	\$ 50,689,754.34	\$ 168,307,317.50	\$ 218,997,071.84	14.50%
African American Woman	\$ 11,601,688.63	\$ 22,530,877.87	\$ 34,132,566.50	2.26%
Total Asian American	\$ 54,595,657.17	\$ 71,551,513.28	\$ 126,147,170.45	8.35%
Asian American	\$ 50,244,994.91	\$ 65,579,958.29	\$ 115,824,953.20	7.67%
Asian American Woman	\$ 4,350,662.26	\$ 5,971,554.99	\$ 10,322,217.25	0.68%
Total Hispanic American	\$ 47,019,817.04	\$ 70,539,172.57	\$ 117,558,989.61	7.59%
Hispanic American	\$ 46,831,734.60	\$ 68,461,708.53	\$ 115,293,443.13	7.44%
Hispanic Woman	\$ 188,082.44	\$ 2,077,464.04	\$ 2,265,546.48	0.15%
Total Native American	\$ 445,795.74	\$ 11,274,733.49	\$ 11,720,529.23	0.78%
Native American	\$ 382,260.00	\$ 8,157,653.01	\$ 8,539,913.01	0.57%
Native American Woman	\$ 63,535.74	\$ 3,117,080.48	\$ 3,180,616.22	0.21%
Community Service Provider	\$ 340,618,079.62	\$ 117,335.86	\$ 340,735,415.48	22.56%
Disabled	\$ 30,561.18	\$ 416,161.85	\$ 446,723.03	0.03%
Disadvantaged	\$ 590,790.40		\$ 590,790.40	0.04%
Non-Profit	\$ 299,546,654.40	\$ 1,597,678.38	\$ 301,144,332.78	19.94%
Woman	\$ 170,599,033.69	\$ 188,281,248.34	\$ 358,880,282.03	23.76%
TOTAL	\$ 975,737,832.21	\$ 534,616,039.14	\$ 1,510,353,871.35	100.00%

Exhibit 14: MBE Payments by Agency/Department – FY2012

Procurement Agency/Department	Total Prime Payments	Total Subcontract Payments
Aging	\$575,463.78	\$0.00
Agriculture	\$269,031.14	\$0.00
Archives	\$1,166,246.16	\$0.00
Assessments & Taxation	\$400,967.79	\$103,500.00
Attorney General	\$93,682.61	\$0.00
Automobile Insurance Fund	\$227,880.66	\$0.00
Baltimore City Community College	\$0.00	\$37,506.23
Board of Public Works	\$18,415.46	\$0.00
Bowie State University	\$2,134,168.50	\$2,685,568.00
Budget & Management	\$1,175,756.68	\$5,368,959.05
Business & Economic Development	\$4,615,537.46	\$804,704.57
Civil Rights Commission	\$44,383.87	\$0.00
Comptroller's Office	\$3,573,432.76	\$1,281,013.28
Coppin State University	\$3,028,633.52	\$1,082,179.47
Deaf, School for the	\$135,313.82	\$0.00
Education	\$4,940,796.65	\$4,239,908.06
Elections	\$4,321,728.85	\$2,049,548.06
Environment	\$1,384,926.73	\$886,191.64
Environmental Service	\$211,359.36	\$2,388,283.24
Executive Department	\$298,484.21	\$337,390.94
Food Center Authority	\$65,848.50	\$181,940.00
Frostburg State University	\$767,035.90	\$569,661.78
General Services	\$4,534,585.15	\$24,814,182.97
Health & Mental Hygiene	\$565,342,370.94	\$10,714,006.31
Housing & Community Development	\$2,611,200.42	\$1,724,196.12
Human Resources	\$57,334,568.00	\$21,130,171.00
Information Technology	\$1,146,884.24	\$10,011,834.21
Insurance Administration	\$200,470.54	\$0.00
Juvenile Services	\$7,680,926.67	\$1,357,556.88
Labor, Licensing, & Regulation	\$3,127,856.02	\$2,751,982.96
Lottery	\$548,918.16	\$10,590,217.69
Maryland Higher Education Commission	\$45,812.00	\$0.00
Maryland Tax Court	\$4,677.00	\$0.00
Military Department	\$381,023.11	\$0.00
Morgan State University	\$1,111,748.00	\$11,297,732.25
Natural Resources	\$2,688,158.56	\$158,321.14
People's Counsel	\$31,777.67	\$0.00
Planning	\$70,614.79	\$0.00
Police	\$5,351,749.03	\$347,884.79
Prosecutor's Office	\$724.00	\$0.00
Public Safety & Correctional Services	\$96,016,719.16	\$28,039,500.27
Public School Construction	\$35,762,357.18	\$119,730,970.90
Public Service Commission	\$248,703.58	\$180,947.31

Procurement Agency/Department	Total Prime Payments	Total Subcontract Payments
Public Television	\$120,833.18	\$11,677.65
Retirement	\$514,776.76	\$601,331.07
Saint Mary's College	\$455,257.90	\$322,323.66
Salisbury University	\$1,046,685.21	\$375,627.57
Stadium Authority	\$5,985,945.23	\$2,837,406.75
Supplemental Retirement	\$25,506.00	\$922,811.00
The Public Defender System	\$0.00	\$616,545.44
Towson University	\$2,145,742.00	\$5,400,419.82
Transportation - Aviation	\$34,012,937.28	\$10,023,912.39
Transportation - Motor Vehicle	\$7,627,123.94	\$8,159,626.86
Transportation - Office of the Secretary	\$4,330,559.02	\$6,887,075.52
Transportation - Port Administration	\$326,899.21	\$7,936,720.78
Transportation - State Highway	\$58,238,998.32	\$44,811,305.33
Transportation - Transit Administration	\$21,534,303.62	\$30,110,429.32
Transportation - Transportation Authority	\$6,565,083.34	\$65,457,195.59
Treasurer's Office	\$32,360.88	\$102,013.75
University of Baltimore	\$754,560.49	\$446,353.51
University of MD, Baltimore	\$2,452,974.87	\$9,694,990.43
University of MD, Baltimore County	\$682,834.10	\$7,583,211.87
University of MD, College Park	\$11,348,731.62	\$52,371,419.10
University of MD, Eastern Shore	\$1,480,095.00	\$347,850.00
University of MD, University College	\$2,235,969.45	\$7,682,935.16
Veterans Affairs	\$0.00	\$7,005,103.33
Workers' Compensation	\$128,715.58	\$41,894.12
Total	\$975,737,831.62	\$534,616,039.14

Small Business Reserve (SBR) Program

Maryland's Small Business Reserve (SBR) Program is an innovative approach to creating access to State contracting opportunities and is consistent with the State's overarching goal to support the health and viability of Maryland's small business community. Created in 2004, the SBR is a race-and gender-neutral program that allows small businesses to participate as prime contractors on State contracts without competing against larger businesses.

The SBR Program applies to 23 designated State agencies. Under the State Procurement Law, Md. Code Ann., State Fin. & Proc. Art. §14-501 - §14-505 (2011 Supp), these agencies are required to spend at least 10 percent of their total fiscal year procurement expenditures with qualified small businesses. In order to participate in the SBR Program, small businesses that meet SBR size standards as defined under the law must self-register through the Department of General Services (DGS). Annual registration renewal is also required. Exhibits 15 and 16 illustrate historical and current SBR awards and utilization.

Key SBR Program Measurements:

- \$218.5 million in payments; a 8.2 percent increase from the previous fiscal year
- 6.15 percent overall utilization
- 5,685 registered SBR firms; a 42.7 percent increase from the previous year
- 79 percent increase in SBR payments from FY2007 to FY2012

Exhibit 15: SBR Awards – FY2007-FY2012

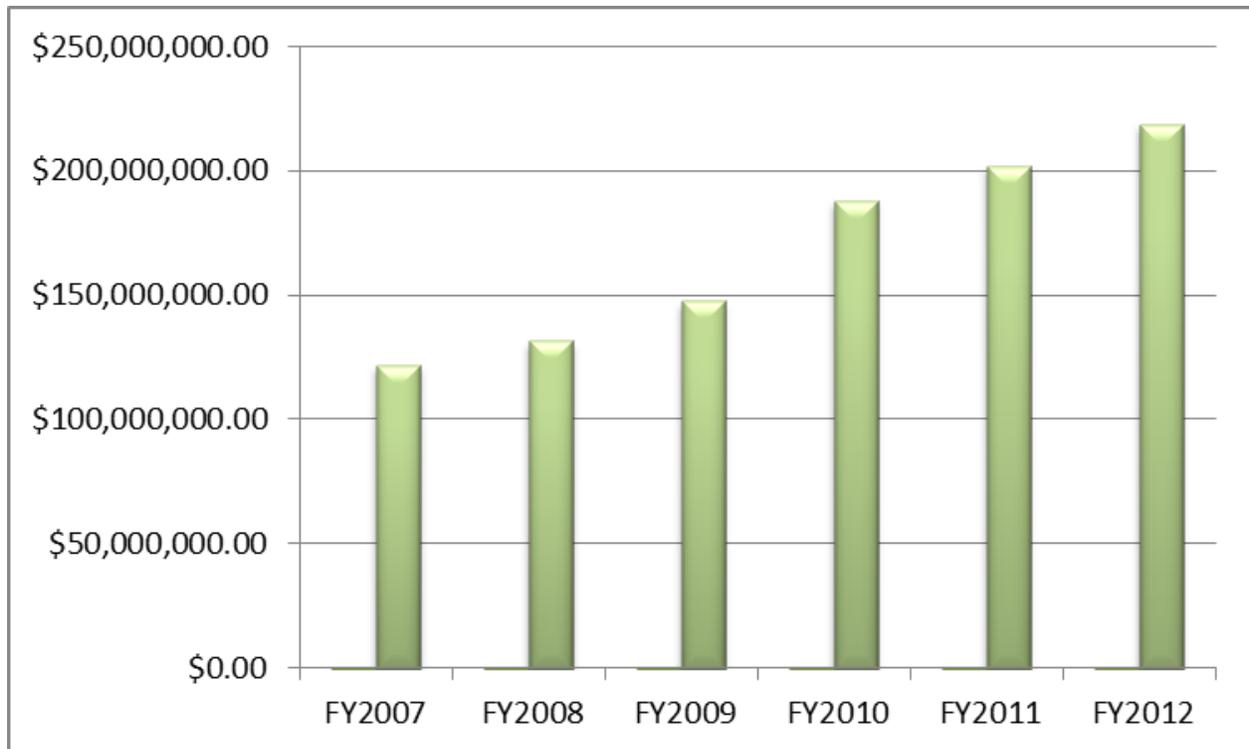


Exhibit 16: Procurements by SBR Agency/Department – FY2012

State Procurement Agency/Department	SBR Expenditures	Total Procurement Expenditures	SBR Participation
Business & Economic Development	\$606,446	\$5,949,137	10.19%
Education	\$9,290,533	\$104,830,018	8.86%
Environment	\$4,577,072	\$14,515,777	31.53%
General Services	\$16,228,787	\$95,848,877	16.93%
Health & Mental Hygiene	\$14,222,454	\$452,822,746	3.14%
Housing & Community Development	\$1,870,897	\$8,914,608	20.99%
Human Resources	\$12,695,423	\$544,357,770	2.33%
Information Technology	\$7,323,143	\$83,678,023	8.75%
Insurance Administration	\$114,253	\$1,556,224	7.34%
Juvenile Services	\$3,883,271	\$109,888,015	3.53%
Labor, Licensing & Regulation	\$2,728,753	\$34,013,737	8.02%
Lottery	\$3,195,634	\$109,784,937	2.91%
Morgan State University	\$2,811,666	\$28,040,647	10.03%
Natural Resources	\$4,158,479	\$36,620,745	11.36%
Public Safety & Correctional Services	\$11,671,347	\$276,468,089	4.22%
Retirement	\$296,021	\$10,147,174	2.92%
Stadium Authority	\$3,123,799	\$12,352,699	25.29%
State Police	\$4,636,459	\$35,862,132	12.93%
Maryland Department of Transportation*	\$66,746,046	\$902,779,078	7.39%
Treasurer's Office	\$37,462	\$3,012,853	1.24%
University System of Maryland	\$48,357,857	\$683,631,090	7.07%
<i>Bowie State University</i>	\$1,769,756	\$15,615,987	11.33%
<i>Coppin State University</i>	\$1,329,310	\$18,857,403	7.05%
<i>Frostburg State University</i>	\$2,796,665	\$13,737,298	20.36%
<i>Salisbury State University</i>	\$2,432,845	\$14,333,189	16.97%
<i>Towson University</i>	\$3,904,930	\$62,107,758	6.29%
<i>University of Baltimore</i>	\$860,593	\$12,307,316	6.99%
<i>University of MD, Baltimore</i>	\$4,679,542	\$144,237,177	3.24%
<i>University of MD, Baltimore County</i>	\$2,321,723	\$17,962,261	12.93%
<i>University of MD, College Park</i>	\$24,471,126	\$300,232,697	8.15%
<i>University of MD, Eastern Shore</i>	\$1,648,010	\$13,940,708	11.82%
<i>University of MD, University College</i>	\$2,143,357	\$70,299,296	3.05%
Total	\$218,575,802	\$3,555,074,376	6.15%

*The totals for the Maryland Department of Transportation include the Department of Transportation, the Maryland Port Commission and the Maryland Transportation Authority even though the law designates them as separate SBR units.

The full Small Business Reserve Program Report for FY2012 is available online in the Reports section of our website at www.goma.maryland.gov.

Utilization of Minority- and Women-owned Brokerage and Investment Management Firms

In 2008, the Maryland General Assembly passed legislation (2008 Laws of Maryland, Ch. Nos. 600 and 601) aimed at fostering an inclusive atmosphere in the State’s investment management and brokerage procurements within the following four agencies:

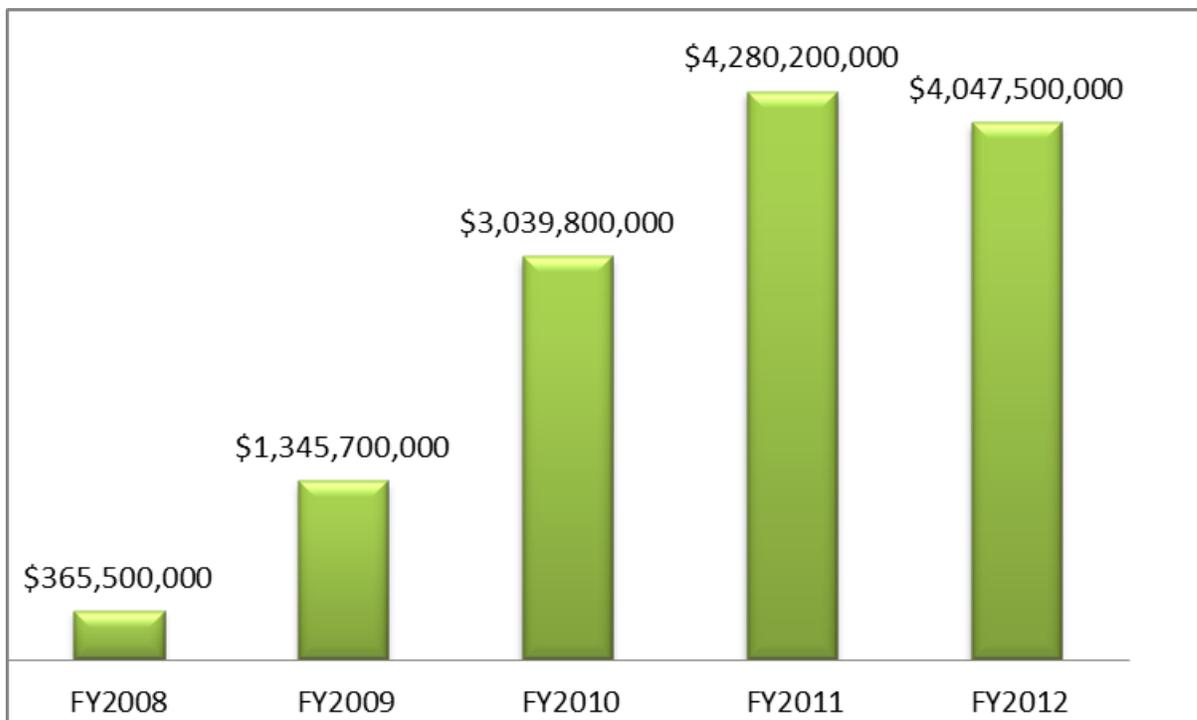
- Injured Workers’ Insurance Fund
- Maryland Automobile Insurance Fund
- Maryland State Retirement and Pension System
- Maryland State Treasurer

GOMA serves in an advisory role to these agencies, providing technical assistance to promote the increased utilization of minority- and women-owned brokerage and investment management firms consistent with MBE purchasing standards, the agencies’ respective fiduciary responsibilities and governing law.

Key Program Measurements:

- \$4.05 billion in assets are under management by minority- and women-owned brokerage and investment management firms; representing 10.4% of the total assets under management
- 75 minority- and women-owned investment management firms utilized by the State

Exhibit 17: Utilization of Minority- and Women-owned Investment Management Services and Investment Brokers – FY2008-FY2012



This legislation was expanded in 2012 (2012 Laws of Maryland, Ch. Nos. 488 and 489). Data on these agencies will be added in FY2013:

- Department of Business and Economic Development
- Department of Housing and Community Development
- Maryland Higher Education Commission
- Maryland Teachers' and State Employees Supplemental Retirement Plans

Reports documenting our progress in the utilization of minority- and women-owned brokerage and investment management firms are available online in the Reports section of our website at www.goma.maryland.gov.

MBE Compliance of Video Lottery Terminal Facilities

Pursuant to the Video Lottery Terminal (VLT) Law passed during the 2008 Legislative Session, GOMA monitors contract awards and payments made to MBEs by VLT licensees. In addition, GOMA is required to monitor and report each VLT Licensee's compliance with the MBE participation requirements to the Maryland Lottery and Gaming Control Commission, specifically as they relate to construction of the physical VLT facility and any other procurement activity related to the development/design, management and operation of the VLT facility. GOMA reports the following activity as of June 30, 2012 for the following three active facilities:

- Hollywood Casino – Penn National Gaming (PNG)
 - 6.16% MBE participation in ongoing operations (March 2011 – June 2012)
- The Casino at Ocean Downs – Ocean Enterprises 589, LLC (OE589)
 - 3.65% MBE participation in ongoing operations (April 2011 – June 2012)
- Maryland Live Casino – Power Plant Entertainment (PPE)
 - 26.89% MBE participation from construction/startup through June 2012

VLT Facilities MBE Compliance Reports are available online in the Reports section of our website at www.goma.maryland.gov.

Legislative Highlights

In addition to the reauthorization of the MBE Program noted earlier in this report (see Key Policy Highlights, Pg. 6), the following legislation also passed during the 2012 Maryland General Assembly that impacts small, minority- and women-owned businesses.

Laws of Maryland 2012 Chapter No.	TITLE & SUMMARY
Ch. Nos. 585 and 586 <i>(HB 571)</i>	Linked Deposit Program for Small Businesses - Lend Local Act of 2012 Establishes a Linked Deposit Program for Small Businesses in the Department of Housing and Community Development to support small businesses that qualify for the Small Business Reserve Program in gaining access to credit by assisting these businesses in obtaining loans at lower-than-market interest rates. (Effective July 1, 2012.)
Ch. No. 153 <i>(HB 1369)</i>	Office of Minority Affairs - Duties of Special Secretary - Minority Business Enterprises Expands the authority of the Special Secretary for the Governor's Office of Minority Affairs to include promoting and coordinating training regarding the requirements of the Minority Business Enterprise program. It also requires the Special Secretary to participate in State plans, programs, and operations that affect the establishment, preservation, and strengthening of MBEs. (Effective July 1, 2012.)
Ch. Nos. 488 and 489 <i>(SB 343 and HB 277)</i>	State Government - Brokerage and Investment Management Services - Use of Minority Business Enterprises – Application Requires the Department of Business and Economic Development, the Maryland Higher Education Commission, the Department of Housing and Community Development, the Maryland Teachers' and State Employees' Supplemental Retirement Plans, and any other State unit designated by the Board of Public Works that has responsibility for the management of funds to attempt to use minority business enterprises to the greatest extent feasible to provide brokerage and investment management services. (Effective October 1, 2012.)
Ch. Nos 538 and 539 <i>(SB 549 and HB 456)</i>	Small Business Reserve Program - Definition of Small Business – Revision Alters the definition of "small business" under the SBR Program to businesses that meet either the limitation on the number of employees employed by the business or the limitation on gross sales of the business. Ch. 538 also requires the Department of General Services, in consultation with the Governor's Office of Minority Affairs and the Maryland Department of Transportation evaluate the program's structure, composition, requirements for participation and impact and to submit a report by October 1, 2013 which contains recommendations concerning changes enacted by the law to the requirements for participation in the Program, including the Program's financial and employment guidelines and additional legislation to implement any recommended changes (Chs. 538 and 539 are effective October 1, 2012 and they sunset on September 30, 2014.)
Ch. Nos. 577 and 578 <i>(SB 779 and HB 916)</i>	State Retirement and Pension System - Study of Asset Management This bill requires the Governor's Office of Minority Affairs to conduct a study of the funds managed by the State Retirement and Pension System to determine (1) the capacity to select minority fund managers across all asset classes consistent with the fiduciary responsibilities of the State Retirement Agency (SRA); and (2) methods that best assure the recruitment and selection of minority companies for fund-to-fund management or direct management by the Investment Division (ID) of the SRA that are consistent with the fiduciary responsibilities of the ID of the SRA. (Chs. 577 and 578 are effective July 1, 2012, and they sunset on June 30, 2013.)

Future Outlook

The MBE Program has been evolving since its inception. As the business environment changes and technology expands, GOMA is continuously evaluating the program's effectiveness and seeking ways to encourage greater participation. In FY2013, GOMA will focus on the following:

- ***Continuous State Agency MBE accountability; building upon improved MBE reporting.*** GOMA will continue to hold agencies accountable on all areas of MBE compliance and best practices while seeking to improve access points and internal processes for gathering and reporting data.
- ***Increasing Utilization of the Small Business Reserve (SBR) Program.*** GOMA will provide increased compliance and monitoring of, and accountability to the 23 State agencies currently under the SBR Program while working collaboratively to identify more opportunities for SBR designated procurements.
- ***Expanding The MBE University Conference's curriculum.*** GOMA will provide a broad range of educational programs to benefit businesses at all levels and provided matchmaking opportunities with public and private sector buyers.
- ***Increasing Capacity of MBEs to Perform as Prime Contractors.*** GOMA will develop policies and procedures for counting a portion of an MBE prime's work toward the MBE contract goal.

Governor's Office of Minority Affairs

William Donald Schaefer Tower
6 Saint Paul Street, Suite 1502
Baltimore, MD 21202
410-767-8232
877-558-0998 (Toll Free)

www.goma.maryland.gov



GOVERNOR'S OFFICE OF
MINORITY AFFAIRS