



CHANGING
Maryland
for the Better

Governor's Office of
Minority Affairs

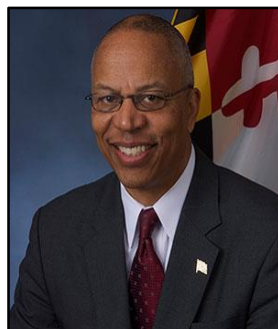
ANNUAL REPORT

Minority Business Enterprise Program
Small Business Reserve Program

Fiscal Year 2015



Larry Hogan
Governor



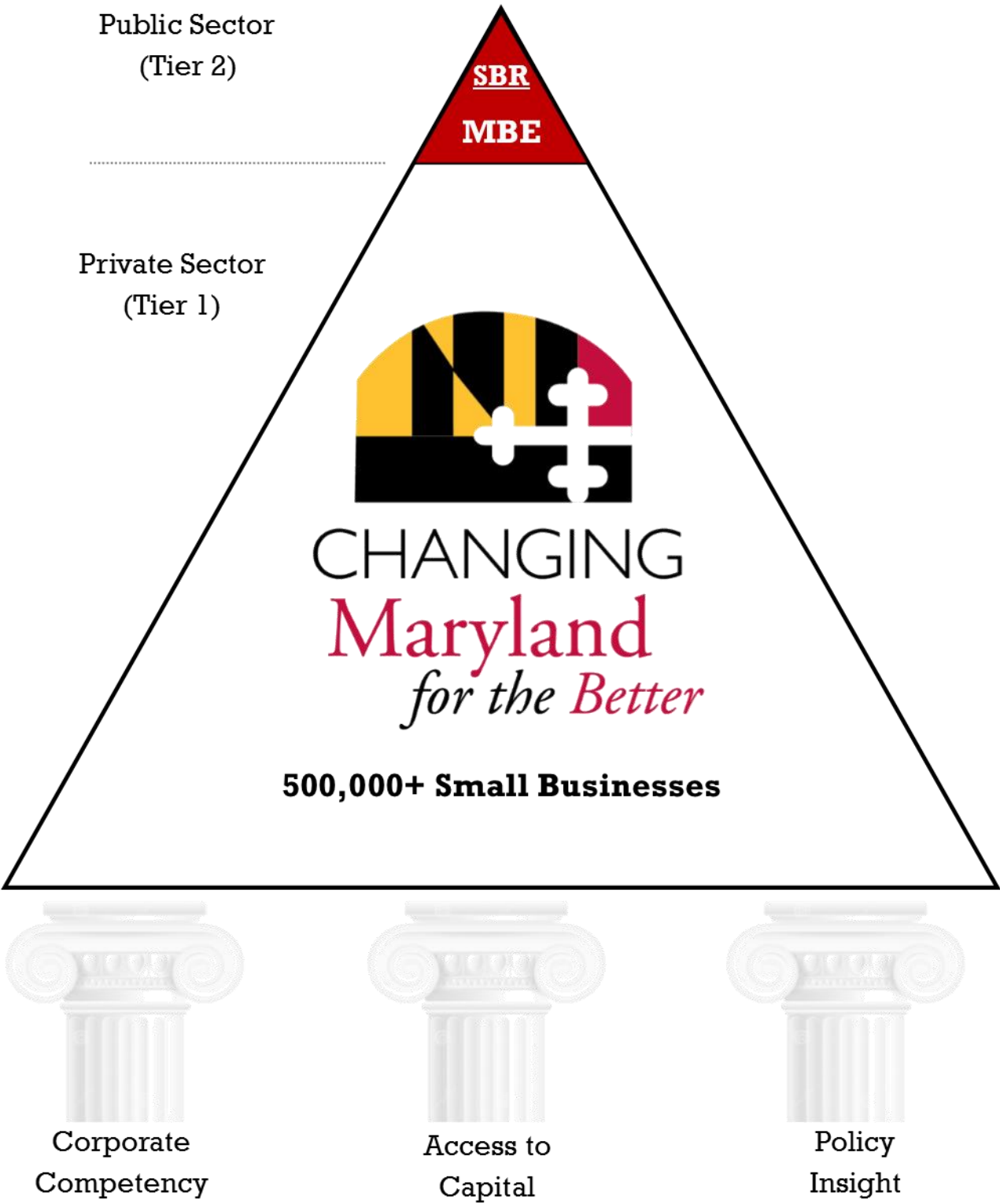
Boyd K. Rutherford
Lt. Governor



Jimmy Rhee
Special Secretary

Maryland is OPEN for Business

Maryland is **OPEN** for Business





FY2015 Annual Report

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Message from Governor Hogan



Dear Friends:

When I took office as Maryland's 62nd governor, I declared that Maryland was open for business. Over the past year, we have made significant progress in improving our business climate and making Maryland the best state in America to live, work, and raise a family.

The success of Maryland's small businesses, especially minority- and women-owned firms, is critical in accomplishing our goals of increasing economic development and job creation. As we work to reform government and improve customer service, we will also continue to assist the programs that help these businesses thrive.

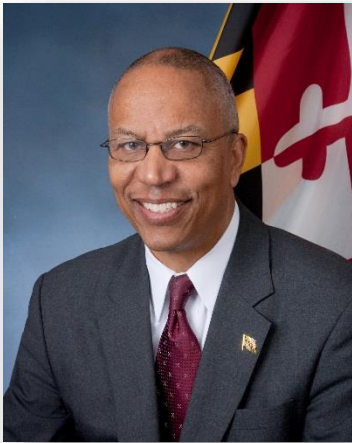
Please also continue to support your local businesses and help ensure Maryland's position as a national leader in small and minority businesses. I am privileged to serve the citizens of this great state, and together, we can change Maryland for the better!

Sincerely,

Larry Hogan
Governor



Message from Lt. Governor Rutherford



Dear Friends:

The Hogan administration is committed to retaining and attracting minority-owned and small businesses, which will allow us to create and retain more jobs, develop entrepreneurship, and build up our communities. With a common-sense and customer-service-focused approach, we are also improving the way our State agencies interact with the public.

That is why I'm especially pleased to serve on Governor Hogan's Regulatory Reform Commission. We promised a top-to-bottom review of all State regulations and policies to make sure that Maryland could once again operate under a fair, accountable, and balanced regulatory climate. This Commission released its first report in December 2015 and will continue to search for regulations that have outlived their usefulness, have failed to accomplish their objectives, or are so poorly written, implemented, or interpreted that they cause much more harm than good.

We are working hard to reform government and make it easier for all businesses to thrive in Maryland. With your support, we will transform Maryland into a place where business can flourish and create more jobs and opportunities for our citizens.

Sincerely,

Boyd K. Rutherford

Lt. Governor



Message from Special Secretary Rhee



Dear Friends:

In Maryland, we value entrepreneurship and recognize that small businesses, including those owned by women and minorities, are the backbone of our economy.

I have had the opportunity to travel across the State speaking with business owners and sharing my perspective on the three requirements all small businesses need to succeed. The first is core competency. You must be exceptionally good at what you do and have the necessary record of past performance. The second is capital. Managing cash-flow and building capital are critical elements to success.

The third is having an insightful understanding of your competitive arena and the rules impacting your market. This principle is particularly important for businesses operating in the government sector. These are the core attributes the Governor's Office of Minority Affairs believes will help both new and established firms compete with confidence in the public and private sectors.

Please connect with us through our statewide outreach programs and online resources, which seek to help you navigate state procurement as well as learn more about the robust small business resources available across State agencies. Together, we can ensure that "Maryland is OPEN for Business."

Sincerely,

Jimmy Rhee
Special Secretary



Governor's Office of
Minority Affairs

Executive Summary

Overview

Maryland is home to more than 525,000 businesses and ninety percent of those are small businesses with less than 100 employees. Over 54 percent of these businesses are owned by African Americans, Hispanic Americans, Asian Americans, Native Americans and women. It is evident that our statewide economy is built on diversity, as the minority is truly the majority.

Success for all small businesses is reliant on three key elements: (1) technical competencies; (2) access to funding; and (3) an insightful understanding of the relevant competitive arena/policies. This is true in the private sector, which accounts for 80 percent of Maryland's economic activity, as well as the public sector, making up the remaining 20 percent.

Governor Larry Hogan and Lt. Governor Boyd Rutherford are engaging all State agencies in the mission of creating a responsive government that makes it easier for small businesses to grow and stay in Maryland. We are changing Maryland for the better through economic development, job creation, reduced taxes and fees, and government reform – all delivered with a renewed emphasis on customer service.

Start-up freelancers and micro businesses typically build their capacity in the larger private sector markets, then expand into the public sector. Maryland companies are well-positioned to take advantage of federal contracting opportunities as well as local jurisdiction and state procurement.

The Governor's Office of Minority Affairs is involved with oversight of two key procurement programs: the Minority Business Enterprise (MBE) Program and the Small Business Reserve (SBR) Program. Internally, we are charged with reporting the performance of the participating agencies and working collaboratively to maximize small and minority business participation across state agencies. Externally, we conduct outreach and educational programs that help small businesses compete with confidence in both the public and private sectors. We host specialized procurement training for those businesses competing in the state contracting arena.

MBE Program

Payments made to MBE vendors is one measure of the MBE Program. In FY 2015, certified MBEs received \$1.9 billion in payments. While this represents a 9 percent decline from payments of \$2.1 billion the previous fiscal year, it offsets the 9 percent increase from FY2013 when payments were \$1.8 billion. This fluctuation appears to have evened out and payments for FY 2015 are in-line with historical trends.

The secondary program measure is MBE awards. It is important to note that award and payment data rarely match-up because the awards made in one year are typically paid out over multiple contract years.

Our statewide aspirational MBE goal for FY 2015 was 29 percent. Awards to MBEs totaled \$2.3 billion or 26.2 percent of the total \$8.7 billion in statewide awards by participating agencies. This is a 1.2 percent decline from the previous fiscal year's achievement of 27.3 percent despite the dollar value increase in both total awards (from \$7.8 billion in FY 2014) and MBE awards (from \$2.1 billion in FY 2014).

Several key factors impacted the FY2015 percentage decrease in awards to MBEs. The Department of Budget and Management awarded over \$900 million for the employee health plan with an MBE participation requirement of only 2.5 percent. In addition, the Maryland Transit Administration issued \$224 million in change orders on four projects that had little to no MBE goals. When solicitations are being developed, The Governor's Office of Minority Affairs reviews the goal setting for procurements in excess of \$25 million and is therefore confident that each of the aforementioned contracts are reflective of maximum minority inclusion. It should be noted that procurements of this nature are typically cyclical, impacting statewide MBE awards every three to five years.

Barriers to Success: Access to opportunities in the state contracting marketplace is of great concern. Just over 70 percent of all payments made to MBEs in FY2015 went to 180 of the 5,600 certified firms. Given that the program's overarching goal is to make a positive economic impact on minority- and women-owned companies, we would like to see more firms get engaged, particularly at the prime contractor level.

Maryland's MBE Program will be impacted by a significant statutory change in the 2016 fiscal year. Beginning July 1, 2015, the participating agencies/departments are no longer counting participation by nonprofit organizations as part of the State's overall MBE achievement. Given that approximately 30 percent of statewide MBE utilization has historically been attributed to nonprofit organizations acting as prime contractors, we expect overall MBE achievement to decline by 4 to 6 percent.

SBR Program

In Fiscal Year 2015, the SBR Program achieved 10.6 percent participation with total payments of \$418.7 million to SBR vendors. This is the second consecutive year in which the program exceeded the 10 percent goal, but it represents a 1.3 percent decline from the previous fiscal year when overall SBR participation reached 11.8 percent.

The program experienced a 5.2 percent decline in payments from \$441.6 in FY 2014 to \$418.7 million in FY 2015. The primary source of this reduction in SBR spending lies within six of the 11 University of Maryland campuses who reported a combined \$30 million decrease.

Barriers to Success: (1) The Governor's Office of Minority Affairs recognized an alarming trend with regard to the designation of SBR procurements. In the first few years of the program's existence, agencies were hesitant to set aside or "reserve" a procurement as SBR-only for fear of little or no competition and implementation regulations allowed agencies to count incidental SBR expenditures toward the 10 percent target. Incidental SBR expenditures refer to contract payments made to SBR vendors where the initial procurement/purchase was not designated for SBR participation. Because an existing SBR firm was ultimately awarded the contract, the incidental participation is counted toward the SBR goal. Payments made to SBR vendors where the initial procurement/purchase was identified as SBR up-front as part of the written bid documents are referred to as designated SBR expenditures. Knowing that SBR credit could be received for incidental awards, the participating agencies had little incentive to designate procurements up-front for SBR. Most participating agencies are meeting or exceeding the program's 10 percent target without specifically designating procurements for the SBR Program up-front. In fact, there has been a steady decline in designation of SBR-only procurements since the program's inception. Designated payments totaled less than \$60 million dollars, representing less than 14 percent of all SBR payments in FY 2015. This trend goes squarely against the original intent of the program.

(2) The program has also been impacted by legislation that allowed larger businesses to qualify as SBR vendors. Prior to 2012, SBR vendors had to meet both business and employee size standards. A legislative change amended the qualifying small business standards even larger than the federal government's Small Business Administrations' size standards to either business size or employee size, thus opening enrollment to larger small businesses. This makes it harder for micro businesses and solo entrepreneurs, who together make-up the bulk of the small business community in Maryland, to win awards under the SBR Program.

(3) It should also be noted that the Governor's Office of Minority Affairs has identified potential inaccuracies in the SBR performance being reported. The software being used to transfer vendor registration data from eMarylandMarketplace to the state's internal financial management information system used by the participating agencies/departments (e.g. FMIS) is not working properly. As a result, payments to SBR vendors are likely being under reported for new vendors while payments are likely being over-reported for vendors that are no longer with the program when the contract award is made.

Procurement Reform

It is commonly recognized that Maryland's procurement system is a patchwork of archaic laws and processes that are inefficient and ineffective. The Hogan administration is engaging in a holistic procurement reform effort. The Commission to Modernize State Procurement, under the leadership of Lt. Governor Boyd Rutherford, is working with state agencies, legislators and business owners to create a consistent and transparent system that ensures the State receives the best value for every dollar spent. The Governor's Office of Minority Affairs is representing the interests of women, minority and small businesses as a member of the Commission and co-chair of the Initiatives Subcommittee.

Customer Service

Improving customer service, a key initiative for the Hogan Administration, is being addressed on several fronts. The Governor's Business Ombudsman is establishing customer service standards across all agencies to make state government more responsive to both consumers and businesses. In addition, a subcabinet under the Department of Commerce has formed a work group focused on improving communication and collaboration between the agencies that interact with the business community most frequently. The Governor's Office of Minority Affairs is pleased to represent women, minority and small business in both initiatives.



Governor's Office of
Minority Affairs

Minority Business Enterprise Program *Fiscal Year 2015*



Minority Business Enterprise Program

Maryland's MBE Program was established in 1978 as an economic development tool that would increase procurement opportunities for minority- and woman-owned firms within the state contracting marketplace. Seventy agencies/departments are mandated to participate in the MBE Program which is governed by State statutes as set forth in Section 14-301, et seq. of the State Finance and Procurement Article (2009 Repl. Vol., 2013 Supp) ("SFP") Md. Code Ann.

While certification is not a prerequisite 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 MBE contract goals. Certification for the MBE Program is managed by the Office of Minority Business Enterprise, a division of the Maryland Department of Transportation. They also maintain an online directory of certified firms, which is available to the public and is utilized in both the public and private sectors.

All 70 agencies/departments participating in the MBE Program are required to submit data to the Governor's Office of Minority Affairs. The following three agencies did not submit data for this fiscal year: Maryland Automobile Insurance Fund, Subsequent Injury, and Supplemental Retirement. We believe the absence of this data has a negligible impact on the numbers reported but is worthy of full disclosure.

Analysis of MBE Payments

In FY2015, payments to MBEs reached \$1.9 billion. Exhibit 1 identifies overall MBE participation and payments by classification for both MBE primes as well as MBE subcontractors over the past three fiscal years. Exhibits 2 and 3 identify payments to MBEs by classification and payments by agency/department during this time period.

Exhibit 1: MBE Payments – Fiscal Years 2013-2015

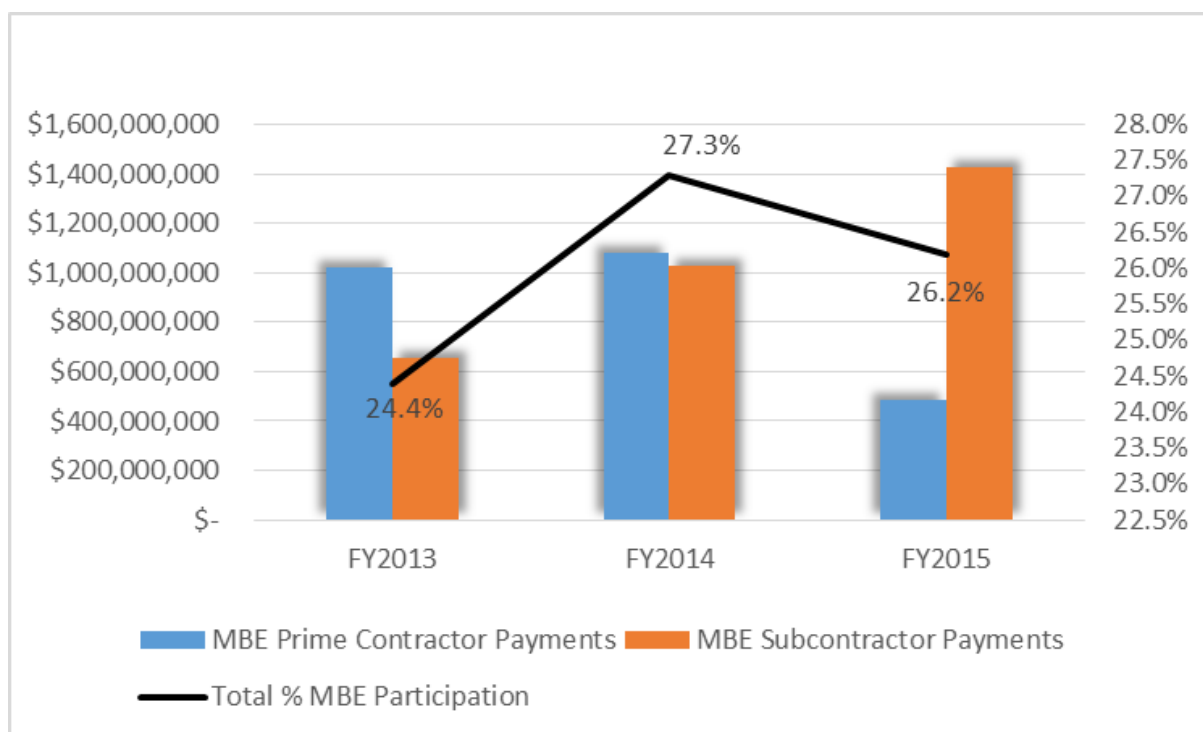


Exhibit 2: FY2015 MBE Payments by Classification

FY2015 MBE Classification	MBE Prime Contractor Payments	MBE Subcontractor Payments	MBE Total Payments	MBE Percentage
Total African American	\$61,229,687	\$244,365,372	\$305,595,060	16.0%
<i>African American</i>	<i>\$47,997,453</i>	<i>\$208,188,406</i>	<i>\$256,185,859</i>	<i>13.4%</i>
<i>African American Woman</i>	<i>\$13,232,235</i>	<i>\$36,176,966</i>	<i>\$49,409,201</i>	<i>2.6%</i>
Total Asian American	\$99,697,407	\$153,806,964	\$253,504,372	13.3%
<i>Asian American</i>	<i>\$84,938,377</i>	<i>\$117,147,631</i>	<i>\$202,086,009</i>	<i>10.6%</i>
<i>Asian American Woman</i>	<i>\$14,759,030</i>	<i>\$36,659,333</i>	<i>\$51,418,363</i>	<i>2.7%</i>
Total Hispanic American	\$59,024,091	\$146,320,909	\$205,345,000	10.8%
<i>Hispanic American</i>	<i>\$51,492,153</i>	<i>\$140,082,857</i>	<i>\$191,575,010</i>	<i>10.0%</i>
<i>Hispanic American Woman</i>	<i>\$7,531,938</i>	<i>\$6,238,052</i>	<i>\$13,769,990</i>	<i>0.7%</i>
Total Native American	\$577,653	\$7,957,695	\$8,535,348	0.4%
<i>Native American</i>	<i>\$520,164</i>	<i>\$5,236,208</i>	<i>\$5,756,373</i>	<i>0.3%</i>
<i>Native American Woman</i>	<i>\$57,489</i>	<i>\$2,721,487</i>	<i>\$2,778,976</i>	<i>0.1%</i>
Woman	\$191,177,896	\$241,592,562	\$432,770,458	22.7%
Disabled	\$140,700	\$49,345	\$190,046	0.0%
Non-Profit Organizations	\$71,641,584	\$1,761,669	\$73,403,252	3.8%
Community Service Provider (formerly Sheltered Workshops)	\$30,207	\$630,588,837	\$630,619,044	33.0%
Total	\$483,519,226	\$1,426,443,354	\$1,909,962,580	100%

Exhibit 3: FY2015 MBE Payments by State Procurement Agency/Department

FY2015 State Procurement Agency/Department	Total MBE Payments	MBE Prime Payments	MBE Subcontractor Payments
Baltimore City Community College	\$153,226	\$64,513	\$88,713
Board of Public Works	\$5,887	\$5,887	\$0
Bowie State University	\$5,665,234	\$2,762,906	\$2,902,328
Canal Place Preservation and Development Authority	\$12,360	\$12,360	\$0
Commision on Civil Rights	\$5,674	\$5,674	\$0
Comptroller of Maryland	\$3,676,438	\$2,463,994	\$1,212,444
Coppin State University	\$3,639,330	\$3,082,428	\$556,902
Department of Aging	\$532,792	\$400,486	\$132,306
Department of Agriculture	\$237,757	\$237,757	\$0
Department of Budget and Management	\$7,626,076	\$1,130,280	\$6,495,796
Department of Commerce	\$709,267	\$448,063	\$261,205
Department of General Services	\$5,197,746	\$1,730,018	\$3,467,728
Department of Health & Mental Hygiene	\$688,460,362	\$679,911,019	\$8,549,342
Department of Housing and Community Development	\$3,887,975	\$2,264,973	\$1,623,001
Department of Human Resources	\$173,826,700	\$34,369,150	\$139,457,550
Department of Information Technology	\$19,902,606	\$9,861,279	\$10,041,327
Department of Juvenile Services	\$9,620,020	\$6,563,195	\$3,056,825
Department of Labor, Licensing & Regulation	\$6,795,726	\$3,508,500	\$3,287,226
Department of Natural Resources	\$1,612,741	\$965,186	\$647,555
Department of Planning	\$63,812	\$63,812	\$0
Department of Public Safety and Correctional Services	\$96,910,245	\$65,162,342	\$31,747,903

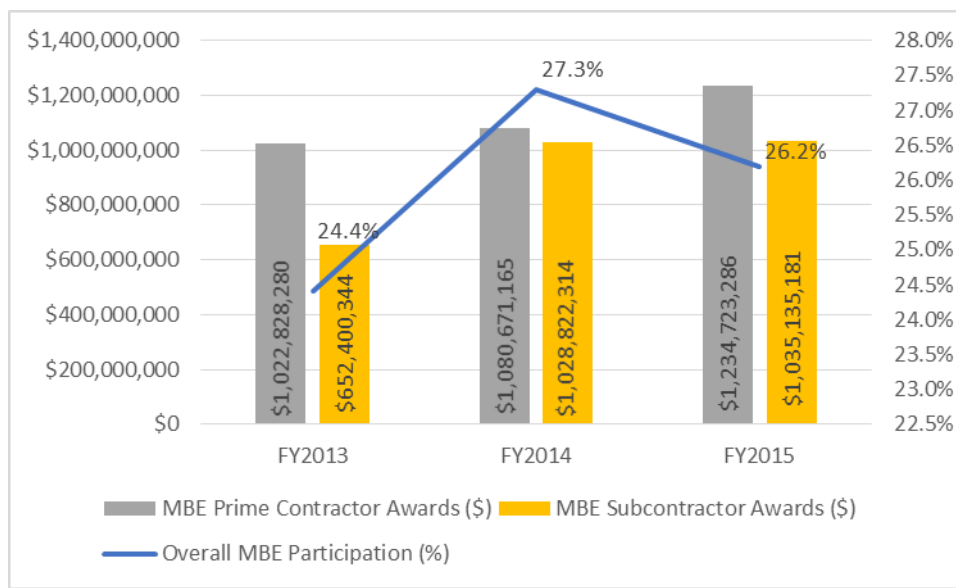
FY2015 State Procurement Agency/Department	Total MBE Payments	MBE Prime Payments	MBE Subcontractor Payments
Department of State Police	\$6,352,216	\$5,838,238	\$513,978
Department of Veteran Affairs	\$8,008,627	\$396,317	\$7,612,310
Executive Department - Governor's Office	\$1,046,933	\$672,189	\$374,744
Frostburg State University	\$1,098,515	\$862,650	\$235,864
Interagency Committee for School Construction	\$226,935,142	\$45,924,644	\$181,010,497
Lottery & Gaming Control Agency	\$29,545,075	\$7,081,689	\$22,463,387
Maryland Aviation Administration	\$30,454,877	\$1,850,400	\$28,604,478
Maryland Environmental Services	\$9,781,796	\$3,141,930	\$6,639,866
Maryland Food Center Authority	\$797,937	\$83,340	\$714,597
Maryland Insurance Administration	\$1,337,881	\$1,337,881	\$0
Maryland Port Administration	\$9,935,477	\$4,869,710	\$5,065,767
Maryland Public Broadcasting Commission	\$193,227	\$107,203	\$86,024
Maryland School for the Deaf	\$485	\$485	\$0
Maryland Stadium Authority	\$7,911,723	\$5,565,009	\$2,346,714
Maryland State Retirement and Pension	\$1,665,014	\$1,004,528	\$660,486
Maryland State Treasurer	\$80,138	\$12,588	\$67,550
Maryland Tax Court	\$0	\$0	\$0
Maryland Transit Administration	\$102,893,903	\$39,930,503	\$62,963,399
Maryland Transportation Authority	\$67,740,792	\$25,186,482	\$42,554,310
Maryland Higher Education Commission	\$203,525	\$203,525	\$0
Military Department	\$303,453	\$303,453	\$0
Morgan State University	\$18,782,807	\$1,835,939	\$16,946,868
Motor Vehicle Administration	\$31,176,804	\$20,821,270	\$10,355,534
Office of Attorney General	\$295,072	\$283,946	\$11,125
Office of People's Counsel	\$44,700	\$44,700	\$0
Office of the Public Defender	\$515,007	\$486,144	\$28,863
Office of the State Prosecutor	\$1,550	\$1,550	\$0
Public Service Commission	\$312,514	\$174,833	\$137,681
Salisbury State University	\$1,008,017	\$0	\$1,008,017
St. Mary's College	\$2,314,891	\$1,108,832	\$1,206,059
State Archives	\$123,828	\$123,828	\$0
State Board of Elections	\$5,719,295	\$3,045,331	\$2,673,965
State Department of Assessments and Taxation	\$1,015,906	\$1,009,241	\$6,665
State Department of Education	\$23,927,357	\$16,390,020	\$7,537,337
State Highway Administration	\$169,652,170	\$73,181,171	\$96,470,999
The Secretary's Office (Transportation)	\$13,777,357	\$7,073,143	\$6,704,213
Towson University	\$5,886,065	\$2,533,791	\$3,352,273
University of Baltimore	\$837,109	\$670,505	\$166,604
University of Maryland, Eastern Shore	\$1,681,959	\$1,183,063	\$498,896
University of Maryland, Baltimore	\$19,448,955	\$6,733,601	\$12,715,354
University of Maryland, Baltimore County	\$8,939,904	\$818,009	\$8,121,895
University of Maryland, College Park	\$65,944,441	\$13,776,733	\$52,167,708
University of Maryland, University College	\$3,659,140	\$926,211	\$2,732,929
Worker's Compensation Commission	\$69,025	\$50,595	\$18,430
Department of the Environment	No Report	No Report	No Report
Maryland Automobile Insurance Fund	No Report	No Report	No Report
Subsequent Injury Fund	No Report	No Report	No Report
Supplemental Retirement	No Report	No Report	No Report
Total	\$1,909,962,580	\$1,111,659,044	\$798,303,536

Analysis of MBE Awards

Overall Goal

The aspirational goal of Maryland's MBE Program was 29 percent for fiscal years 2014 and 2015. It remains among the highest statewide goals in the country. In FY2015, overall MBE achievement, which is measured by dollars awarded to certified MBE firms, declined to 26.2 percent as illustrated in Exhibit 4.

Exhibit 4: Overall MBE Participation - Fiscal Years 2013-2015



State Agency Procurement

The overall statewide MBE participation goal is achieved through the combined efforts of 70 procurement agencies and departments that are required, through statute, to comply with the MBE Program. The following three agencies did not submit data for this fiscal year: Maryland Automobile Insurance Fund, Subsequent Injury, and Supplemental Retirement. We believe the absence of this data does not have a significant impact on the numbers reported but is worthy of full disclosure. Exhibit 5 provides statistical detail of the participation of each individual unit.

Exhibit 5: FY2015 MBE Awards by State Procurement Agency/Department

FY2015 State Procurement Agency/Department	% MBE Partici- pation	Total MBE Awards	Total Awards	MBE Prime Awards	MBE Subcontract Awards
Maryland State Retirement and Pension	69.8%	\$1,231,361	\$1,764,574	\$1,230,491	\$870
Department of Health & Mental Hygiene	66.3%	\$739,171,090	\$1,114,256,800	\$725,229,910	\$13,941,180
Marylnad Higher Education Commission	59.5%	\$601,246	\$1,010,313	\$601,246	\$0
Department of Public Safety and Correcitiional Services	53.9%	\$85,077,685	\$157,869,076	\$74,104,571	\$10,973,114
State Archives	52.4%	\$693,409	\$1,322,569	\$693,409	\$0
Comptroller of Maryland	45.8%	\$10,619,378	\$23,171,163	\$8,824,168	\$1,795,210
Maryland Stadium Authority	40.7%	\$10,971,117	\$26,926,017	\$3,970,552	\$7,000,565
The Secretary's Office (Transportation)	39.0%	\$31,403,531	\$80,582,515	\$16,763,395	\$14,640,136
Motor Vechicle Administration	38.9%	\$36,097,994	\$92,786,954	\$2,176,248	\$33,921,746
Office of Attorney General	33.0%	\$192,036	\$582,636	\$146,599	\$45,437
Department of Veteran Affairs	32.9%	\$1,252,068	\$3,806,118	\$1,102,814	\$149,254
Department of Housing and Community Development	32.0%	\$7,628,457	\$23,866,755	\$4,006,501	\$3,621,956
Interagency Committee for School Construction	30.9%	\$179,119,542	\$579,470,918	\$34,832,504	\$144,287,038
Department of Labor, Licensing & Regulation	30.7%	\$9,368,790	\$30,535,941	\$5,836,813	\$3,531,977
Department of Aging	30.0%	\$380,863	\$1,267,519	\$380,863	\$0
St. Mary's College	30.0%	\$9,569,044	\$31,848,709	\$697,527	\$8,871,517
University of Maryland, Baltimore	29.1%	\$113,655,530	\$391,177,393	\$5,328,203	\$108,327,327
Bowie State University	28.7%	\$4,762,204	\$16,600,832	\$4,762,204	\$0
Coppin State University	27.8%	\$5,000,899	\$17,991,857	\$4,443,997	\$556,902
University of Maryland, College Park	27.1%	\$140,559,746	\$517,950,396	\$14,850,843	\$125,708,903
Maryland Transportation Authority	25.8%	\$78,493,568	\$304,731,630	\$18,120,198	\$60,373,370
Military Department	24.5%	\$610,015	\$2,487,635	\$610,015	\$0
Lottery & Gaming Control Agency	24.3%	\$7,626,436	\$31,336,469	\$881,756	\$6,744,680
Maryland Aviation Administration	24.1%	\$95,007,094	\$393,979,967	\$8,117,871	\$86,889,223
State Highway Administration	24.1%	\$354,322,257	\$1,470,361,764	\$162,432,176	\$191,890,081
Department of State Police	21.9%	\$4,409,498	\$20,145,927	\$3,792,750	\$616,748
Department of General Services	21.5%	\$26,791,659	\$124,357,868	\$16,556,969	\$10,234,690
Maryland School for the Deaf	20.0%	\$258,523	\$1,293,982	\$258,523	\$0
Maryland Environmental Services	18.7%	\$22,315,448	\$119,545,172	\$5,497,399	\$16,818,049
Executive Department - Governor's Office	17.2%	\$660,366	\$3,829,322	\$657,936	\$2,430
State Department of Education	17.0%	\$27,744,203	\$163,539,546	\$10,202,792	\$17,541,411
Worker's Compensation Commision	16.8%	\$176,943	\$1,053,360	\$153,843	\$23,100
University of Maryland Eastern Shore	16.1%	\$2,517,048	\$15,602,368	\$1,400,393	\$1,116,655
Office of the State Prosecutor	15.7%	\$1,550	\$9,846	\$1,550	\$0
Maryland Transit Administration	15.6%	\$114,213,302	\$733,377,882	\$58,334,210	\$55,879,092
Towson University	15.4%	\$9,607,167	\$62,524,098	\$3,513,163	\$6,094,004
State Department of Assessments and Taxation	14.9%	\$514,749	\$3,456,908	\$498,722	\$16,027
University of Maryland, Baltimore County	14.8%	\$8,821,770	\$59,486,726	\$2,324,629	\$6,497,141
Maryland Food Center Authority	14.8%	\$208,486	\$1,409,902	\$185,936	\$22,550
Morgan State University	13.5%	\$2,311,745	\$17,070,861	\$1,412,082	\$899,663
Salisbury State University	12.9%	\$2,323,277	\$17,983,011	\$2,323,277	\$0
Office of the Public Defender	12.6%	\$1,492,433	\$11,848,004	\$1,482,812	\$9,621
Department of Natural Resources	12.5%	\$2,355,393	\$18,891,420	\$1,230,094	\$1,125,299
Board of Public Works	11.8%	\$5,887	\$49,681	\$5,887	\$0
Public Service Commission	11.5%	\$436,847	\$3,784,685	\$208,386	\$228,461
Canal Place Preservation and Development Authority	11.3%	\$12,360	\$109,717	\$12,360	\$0
Maryland State Treasurer	11.2%	\$485,085	\$4,324,057	\$102,945	\$382,140
Department of the Environment	10.1%	\$782,495	\$7,737,091	\$605,647	\$176,848
Department of Juvenile Services	10.0%	\$3,550,101	\$35,436,391	\$1,345,749	\$2,204,352

FY2015 State Procurement Agency/Department	% MBE Partici- pation	Total MBE Awards	Total Awards	MBE Prime Awards	MBE Subcontract Awards
Baltimore City Community College	10.0%	\$1,140,223	\$11,413,057	\$1,140,223	\$0
Department of Human Resources	9.8%	\$70,092,546	\$716,177,906	\$11,740,125	\$58,352,421
Maryland Insurance Administration	9.7%	\$201,942	\$2,080,047	\$9,783	\$192,159
Maryland Port Administration	9.5%	\$3,508,614	\$36,995,526	\$1,256,445	\$2,252,169
State Board of Elections	9.5%	\$3,739,032	\$39,466,528	\$3,120,808	\$618,224
University of Baltimore	9.0%	\$942,034	\$10,450,748	\$775,430	\$166,604
Department of Commerce	8.8%	\$179,936	\$2,054,392	\$172,383	\$7,553
Department of Planning	7.8%	\$102,575	\$1,320,921	\$102,575	\$0
Frostburg State University	6.9%	\$863,406	\$12,531,918	\$863,406	\$0
Department of Information Technology	6.8%	\$7,979,887	\$117,526,566	\$1,197,101	\$6,782,786
Maryland Tax Court	6.4%	\$1,762	\$27,586	\$1,762	\$0
University of Maryland, University College	4.9%	\$3,422,257	\$69,782,765	\$813,115	\$2,609,142
Office of People's Counsel	3.5%	\$44,701	\$1,293,015	\$44,701	\$0
Department of Agriculture	3.4%	\$137,903	\$4,109,284	\$137,903	\$0
Maryland Public Broadcasting Commission	2.8%	\$178,575	\$6,350,976	\$131,494	\$47,081
Department of Budget and Management	2.4%	\$21,911,379	\$901,691,233	\$963,104	\$20,948,275
Commission on Civil Rights	0.0%	\$0	\$69,906	\$0	\$0
Maryland Automobile Insurance Fund	NO REPORT	NO REPORT	NO REPORT	NO REPORT	NO REPORT
Subsequent Injury Fund	NO REPORT	NO REPORT	NO REPORT	NO REPORT	NO REPORT
Supplemental Retirement	NO REPORT	NO REPORT	NO REPORT	NO REPORT	NO REPORT
Statewide Total	26.2%	\$2,269,858,467	\$8,677,896,719	\$1,234,723,286	\$1,035,135,181

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 \$2.7 billion in FY2015.

Exhibit 6: FY2015 MBE Awards by Procurement Category

FY2015 Procurement Category	% MBE Partici- pation	Total MBE Awards	Total Awards	MBE Prime Awards	MBE Subcontract Awards
Architectural	26.9%	\$123,269,820	\$457,865,339	\$17,852,896	\$105,416,924
Engineering	32.2%	\$124,559,363	\$386,672,170	\$31,422,676	\$93,136,687
Construction	28.5%	\$729,287,837	\$2,556,890,512	\$150,117,296	\$579,170,541
Construction Related Services	19.8%	\$10,885,533	\$54,917,366	\$3,249,512	\$7,636,021
Maintenance	21.0%	\$87,960,371	\$418,117,760	\$64,166,577	\$23,793,794
Services	11.9%	\$255,679,650	\$2,147,556,870	\$113,374,542	\$142,305,108
Supplies & Equipment	7.9%	\$23,667,760	\$298,747,711	\$16,937,825	\$6,729,935
IT Services	24.9%	\$128,007,430	\$514,030,783	\$63,934,516	\$64,072,914
IT Supplies & Equipment	5.9%	\$25,970,756	\$443,763,871	\$17,230,848	\$8,739,908
Human, Cultural, Social & Educational Services	69.9%	\$722,172,083	\$1,033,442,249	\$718,038,734	\$4,133,349
Corporate Credit Card	5.8%	\$12,185,615	\$209,533,816	\$12,185,615	\$0
Direct Voucher	16.8%	\$26,212,249	\$156,358,272	\$26,212,249	\$0
Totals	26.2%	\$2,269,858,467	\$8,677,896,719	\$1,234,723,286	\$1,035,135,181

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. With the impending withdrawal of non-profit organizations approaching in FY2016, classification data is being presented with subtotals for the minority and non-profit designations. Exhibits 7 and 8 provide a breakdown of awards for FY2015 and Fiscal Years 2013-2015.

Exhibit 7: FY2015 MBE Awards by Classification

FY2015 MBE Classification	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	% of Total MBE Awards	% of Total Awards
Total African American	\$71,803,331	\$343,131,406	\$414,934,737	18.3%	4.8%
<i>African American</i>	<i>\$52,131,295</i>	<i>\$303,546,867</i>	<i>\$355,678,162</i>	<i>15.7%</i>	<i>4.1%</i>
<i>African American Women</i>	<i>\$19,672,036</i>	<i>\$39,584,539</i>	<i>\$59,256,575</i>	<i>2.6%</i>	<i>0.7%</i>
Total Asian American	\$124,111,954	\$273,399,498	\$397,511,452	17.5%	4.6%
<i>Asian American</i>	<i>\$107,923,221</i>	<i>\$255,362,372</i>	<i>\$363,285,593</i>	<i>16.0%</i>	<i>4.2%</i>
<i>Asian American Woman</i>	<i>\$16,188,733</i>	<i>\$18,037,126</i>	<i>\$34,225,859</i>	<i>1.5%</i>	<i>0.4%</i>
Total Hispanic American	\$52,320,717	\$99,929,967	\$152,250,684	6.7%	1.8%
<i>Hispanic American</i>	<i>\$46,272,396</i>	<i>\$92,913,368</i>	<i>\$139,185,764</i>	<i>6.1%</i>	<i>1.6%</i>
<i>Hispanic American Woman</i>	<i>\$6,048,321</i>	<i>\$7,016,599</i>	<i>\$13,064,920</i>	<i>0.6%</i>	<i>0.2%</i>
Total Native American	\$2,556,286	\$20,678,085	\$23,234,371	1.0%	0.3%
<i>Native American</i>	<i>\$969,800</i>	<i>\$19,974,739</i>	<i>\$20,944,539</i>	<i>0.9%</i>	<i>0.2%</i>
<i>Native American Women</i>	<i>\$1,586,486</i>	<i>\$703,346</i>	<i>\$2,289,832</i>	<i>0.1%</i>	<i>0.0%</i>
Women	\$220,617,503	\$293,985,893	\$514,603,396	22.7%	5.9%
Disabled	\$234,147	\$0	\$234,147	0.0%	0.0%
Disadvantaged	\$77,121	\$1,628,000	\$1,705,121	0.1%	0.0%
Subtotal Minorities, Women, Disabled and Disadvantaged	\$471,721,059	\$1,032,752,849	\$1,504,473,908	66.3%	17.3%
Non-Profit Organizations	\$132,343,541	\$2,028,397	\$134,371,938	5.9%	1.5%
Community Service Provider (formerly Sheltered Workshops)	\$630,658,686	\$353,935	\$631,012,621	27.8%	7.3%
Subtotal Non-Profit Community	\$763,002,227	\$2,382,332	\$765,384,559	33.7%	8.8%
Total MBE Awards	\$1,234,723,286	\$1,035,135,181	\$2,269,858,467	100.0%	26.2%
Total Awards			8,677,896,719		

Exhibit 8: MBE Awards by Classification – Fiscal Years 2013-2015

MBE Classification	FY2013 MBE Awards	FY2014 MBE Awards	FY2015 MBE Awards
Total African American	\$303,797,854	\$430,634,695	\$414,934,737
<i>African American</i>	<i>\$237,221,656</i>	<i>\$399,481,153</i>	<i>\$355,678,162</i>
<i>African American Women</i>	<i>\$66,576,198</i>	<i>\$31,153,542</i>	<i>\$59,256,575</i>
Total Asian American	\$155,636,197	\$376,246,832	\$397,511,452
<i>Asian American</i>	<i>\$134,183,647</i>	<i>\$330,835,986</i>	<i>\$363,285,593</i>
<i>Asian American Women</i>	<i>\$21,452,550</i>	<i>\$45,410,846</i>	<i>\$34,225,859</i>
Total Hispanic American	\$146,230,418	\$147,942,843	\$152,250,684
<i>Hispanic American</i>	<i>\$140,978,055</i>	<i>\$137,742,627</i>	<i>\$139,185,764</i>
<i>Hispanic American Women</i>	<i>\$5,252,363</i>	<i>\$10,200,216</i>	<i>\$13,064,920</i>
Total Native American	\$13,552,697	\$14,535,486	\$23,234,371
<i>Native American</i>	<i>\$8,801,200</i>	<i>\$13,875,489</i>	<i>\$20,944,539</i>
<i>Native American Women</i>	<i>\$4,751,497</i>	<i>\$659,997</i>	<i>\$2,289,832</i>
Women only	\$358,128,414	\$508,471,151	\$514,603,396
Disabled	\$65,009	\$1,018,016	\$234,147
Disadvantaged	\$1,087,798	\$379	\$1,705,121
Subtotal by Ethnicity and Women	\$978,498,387	\$1,478,849,402	\$1,504,473,908
Non-Profit Organizations (Certified)	\$264,874,599	\$179,043,284	\$134,371,938
Community Service Provider (formerly Sheltered Workshop)	\$431,855,638	\$485,382,694	\$631,012,621
Subtotal Non-Profit Community	\$696,730,237	\$664,425,978	\$765,384,559
Total MBE Awards	\$1,675,228,624	\$2,143,275,380	\$2,269,858,467
Total Statewide Awards	\$6,871,193,114	\$7,849,390,948	\$8,677,896,719
% MBE Participation	24.4%	27.3%	26.2%

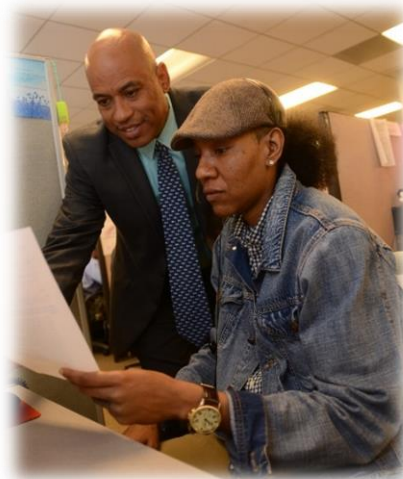


CHANGING
Maryland
for the Better

Governor's Office of
Minority Affairs

Small Business Reserve Program

Fiscal Year 2015



Small Business Reserve (SBR) Program

Maryland's SBR Program was established in 2004 as a result of a recommendation from the 2003 Governor's Commission on MBE Reform. It was created as a race-neutral methodology to increase the involvement of minority- and women-owned businesses thereby facilitating the growth of MBE firms in Maryland. The SBR Program provides an entrée point into public sector contracting for all small businesses from every corner of the state, affording them the opportunity to gain a detailed working knowledge of the policies and procedures governing state procurement. The program provides prime contracting opportunities in a unique environment where small businesses compete against other small businesses instead of larger, more established businesses.

The SBR Program applies to 23 designated agencies. Under State Procurement Law, these agencies are required to spend at least 10 percent of their total fiscal year procurement expenditures with qualified small businesses. (*Md. Code Ann., State Fin. & Proc. Art. §14-501 – 14-505 (2011 Supp)*).

The Department of General Services manages the online registration system for qualifying vendors. It should be noted that SBR law does not require a small business to be registered in the program at the time of bid/proposal submission. Registration may occur at any time prior to final contract award.

SBR Payment Activity

In FY2015 the SBR Program met its participation goal, achieving 10.6% participation. Exhibit 9 illustrates performance by the participating agency/department in FY2015 while Exhibit 10 takes a 3-year look at the SBR participation as a percentage and in dollars. Exhibit 11 illustrates the dollars awarded through designated and incidental procurements as well as credit card payments, all of which comprise the total SBR payments.

Exhibit 9: FY2015 SBR Payments by Participating Agency/Department

FY2015	SBR Participating Agency/Department	SBR Participa- tion	SBR Payments	Total Payments
1	Business & Economic Development	66.04%	\$4,575,329	\$6,927,831
2	Education	8.85%	\$14,751,363	\$166,651,439
3	Environment	16.28%	\$2,305,923	\$14,167,559
4	General Services	23.87%	\$21,039,439	\$88,148,163
5	Health & Mental Hygiene	4.80%	\$18,063,748	\$376,245,719
6	Housing & Community Development	22.09%	\$3,893,343	\$17,626,894
7	Human Resources	10.44%	\$14,469,118	\$138,566,243
8	Information Technology	12.10%	\$3,654,093	\$30,199,837
9	Insurance Administration	14.19%	\$187,235	\$1,319,651
10	Juvenile Services	6.32%	\$7,590,382	\$120,033,136
11	Labor, Licensing & Regulation	13.71%	\$3,392,824	\$24,741,088
12	Lottery and Gaming Control Agency	10.84%	\$10,168,471	\$93,806,141
13	Morgan State University	7.72%	\$5,053,411	\$65,482,598
14	Natural Resources	23.34%	\$2,630,824	\$11,270,082
15	Public Safety & Correctional Services	5.27%	\$14,993,447	\$284,688,363
16	Retirement	21.10%	\$769,869	\$3,648,009
17	Stadium Authority	14.07%	\$3,621,913	\$25,748,037
18	State Police	12.99%	\$5,431,457	\$41,807,677
19	Transportation			
	<i>The Secretary's Office</i>	8.74%	\$4,582,546	\$52,439,528
	<i>Maryland Aviation Administration</i>	9.72%	\$22,872,814	\$235,255,357
	<i>Maryland Transit Administration</i>	8.91%	\$47,698,528	\$535,329,990
	<i>Motor Vehicle Administration</i>	35.63%	\$14,303,430	\$40,140,587
	<i>State Highway Administration</i>	19.65%	\$60,236,616	\$306,536,910
20	<i>Maryland Port Commission</i>	15.49%	\$8,961,901	\$57,855,030
21	<i>Maryland Transportation Authority</i>	5.58%	\$20,419,947	\$366,218,383
22	Treasurer's Office	2.78%	\$97,389	\$3,505,699
23	University System of Maryland			
	<i>Bowie State University</i>	21.48%	\$2,934,854	\$13,663,178
	<i>Coppin State University</i>	19.00%	\$3,419,306	\$17,991,858
	<i>Frostburg State University</i>	10.31%	\$1,332,919	\$12,931,756
	<i>Salisbury State University</i>	10.12%	\$1,310,400	\$12,946,984
	<i>Towson University</i>	10.89%	\$6,985,540	\$64,129,845
	<i>University of Baltimore</i>	13.34%	\$1,352,910	\$10,138,263
	<i>University of MD, Baltimore</i>	3.82%	\$8,624,233	\$225,555,687
	<i>University of MD, Baltimore County</i>	11.78%	\$6,079,630	\$51,605,057
	<i>University of MD, College Park</i>	11.68%	\$42,961,121	\$367,787,519
	<i>University of MD, Eastern Shore</i>	12.75%	\$1,401,355	\$10,993,374
	<i>University of MD, University College</i>	38.00%	\$26,578,850	\$69,938,011
	Statewide Total	10.56%	\$418,746,478	\$3,966,041,483

Exhibit 10: SBR Payments by Participating Agency/Department – Fiscal Years 2013-2015

	SBR Participating Agency/Department	FY2013 SBR Participation	FY2013 SBR Payments	FY2014 SBR Participation	FY2014 SBR Payments	FY2015 SBR Participation	FY2015 SBR Payments
1	Business & Economic Development	34.76%	\$3,005,425	50.48%	\$2,329,642	66.04%	\$4,575,329
2	Education	18.77%	\$14,158,401	24.88%	\$25,495,874	8.85%	\$14,751,363
3	Environment	26.33%	\$2,284,867	16.27%	\$2,065,456	16.28%	\$2,305,923
4	General Services	17.69%	\$13,572,916	38.82%	\$24,753,321	23.87%	\$21,039,439
5	Health & Mental Hygiene	4.15%	\$14,223,556	8.32%	\$19,579,384	4.80%	\$18,063,748
6	Housing & Community Development	9.57%	\$1,494,117	21.86%	\$4,338,128	22.09%	\$3,893,343
7	Human Resources	9.19%	\$13,785,787	13.65%	\$16,821,704	10.44%	\$14,469,118
8	Information Technology	15.02%	\$5,140,226	15.77%	\$11,438,808	12.10%	\$3,654,093
9	Insurance Administration	14.60%	\$245,646	12.13%	\$249,811	14.19%	\$187,235
10	Juvenile Services	4.81%	\$4,965,837	6.46%	\$6,496,932	6.32%	\$7,590,382
11	Labor, Licensing & Regulation	10.88%	\$2,777,472	21.80%	\$5,143,447	13.71%	\$3,392,824
12	Lottery and Gaming Control Agency	11.56%	\$7,690,138	4.75%	\$5,799,722	10.84%	\$10,168,471
13	Morgan State University	9.95%	\$3,167,915	6.45%	\$2,871,678	7.72%	\$5,053,411
14	Natural Resources	11.37%	\$3,531,083	15.43%	\$3,407,047	23.34%	\$2,630,824
15	Public Safety & Correctional Services	4.35%	\$11,347,681	6.81%	\$16,172,960	5.27%	\$14,993,447
16	Retirement	5.01%	\$237,459	13.95%	\$412,431	21.10%	\$769,869
17	Stadium Authority	20.23%	\$2,611,559	29.88%	\$4,129,347	14.07%	\$3,621,913
18	State Police	9.35%	\$2,973,361		\$5,179,661	12.99%	\$5,431,457
19	Transportation						
	<i>The Secretary's Office</i>	5.02%	\$1,990,704	7.24%	\$3,308,392	8.74%	\$4,582,546
	<i>Maryland Aviation Administration</i>	6.56%	\$11,492,788	11.13%	\$30,674,311	9.72%	\$22,872,814
	<i>Maryland Transit Administration</i>	7.39%	\$22,215,737	5.65%	\$35,091,200	8.91%	\$47,698,528
	<i>Motor Vehicle Administration</i>	25.68%	\$12,170,922	34.31%	\$17,858,253	35.63%	\$14,303,430
	<i>State Highway Administration</i>	16.99%	\$31,948,057	17.71%	\$49,829,013	19.65%	\$60,236,616
20	Maryland Port Commission	16.18%	\$8,512,349	12.87%	\$7,473,704	15.49%	\$8,961,901
21	Maryland Transportation Authority	2.08%	\$5,810,040	2.43%	\$7,785,437	5.58%	\$20,419,947
22	Treasurer's Office	1.42%	\$49,585	3.08%	\$105,492	2.78%	\$97,389
23	University System of Maryland						
	<i>Bowie State University</i>	18.25%	\$2,189,940	22.15%	\$2,971,251	21.48%	\$2,934,854
	<i>Coppin State University</i>	11.84%	\$1,463,062	15.24%	\$1,615,498	19.00%	\$3,419,306
	<i>Frostburg State University</i>	32.87%	\$4,087,072	21.63%	\$2,896,200	10.31%	\$1,332,919
	<i>Salisbury State University</i>	16.88%	\$1,684,074	21.44%	\$3,432,431	10.12%	\$1,310,400
	<i>Towson University</i>	12.98%	\$7,196,347	19.59%	\$12,054,264	10.89%	\$6,985,540
	<i>University of Baltimore</i>	13.65%	\$1,839,383	13.55%	\$1,757,517	13.34%	\$1,352,910
	<i>University of MD, Baltimore</i>	7.39%	\$11,358,125	5.97%	\$13,388,496	3.82%	\$8,624,233
	<i>University of MD, Baltimore County</i>	9.86%	\$3,357,904	18.03%	\$7,130,890	11.78%	\$6,079,630
	<i>University of MD, College Park</i>	9.62%	\$34,347,580	13.74%	\$47,969,704	11.68%	\$42,961,121
	<i>University of MD, Eastern Shore</i>	15.72%	\$2,466,061	10.21%	\$1,471,709	12.75%	\$1,401,355
	<i>University of MD, University College</i>	13.28%	\$10,253,094	41.23%	\$38,093,483	38.00%	\$26,578,850
	Statewide Total	9.02%	\$281,637,271	11.82%	\$441,592,601	10.56%	\$418,746,478

Exhibit 11 – FY2015 SBR Detailed Payments by Participating Agency/Department

FY2015	SBR Participating Agency/Department	SBR Participation	SBR Payments	Total Payments	SBR Designated Procurement Dollars	SBR Incidental Procurement Dollars	SBR Credit Card Payments
1	Business & Economic Development	66.04%	\$4,575,329	\$6,927,831	\$119,345	\$4,432,390	\$23,594
2	Education	8.85%	\$14,751,363	\$166,651,439	\$285,445	\$14,308,457	\$157,461
3	Environment	16.28%	\$2,305,923	\$14,167,559	\$6,394	\$2,263,161	\$36,368
4	General Services	23.87%	\$21,039,439	\$88,148,163	\$4,387,073	\$16,477,147	\$175,220
5	Health & Mental Hygiene	4.80%	\$18,063,748	\$376,245,719	\$6,230,703	\$10,344,068	\$1,488,977
6	Housing & Community Development	22.09%	\$3,893,343	\$17,626,894	\$501,460	\$3,256,316	\$135,566
7	Human Resources	10.44%	\$14,469,118	\$138,566,243	\$2,016,886	\$12,231,242	\$220,990
8	Information Technology	12.10%	\$3,654,093	\$30,199,837	\$757,003	\$2,892,982	\$4,107
9	Insurance Administration	14.19%	\$187,235	\$1,319,651	\$0	\$150,705	\$36,530
10	Juvenile Services	6.32%	\$7,590,382	\$120,033,136	\$0	\$7,226,731	\$363,651
11	Labor, Licensing & Regulation	13.71%	\$3,392,824	\$24,741,088	\$571,713	\$2,428,238	\$392,873
12	Lottery and Gaming Control Agency	10.84%	\$10,168,471	\$93,806,141	\$192,315	\$9,751,180	\$224,975
13	Morgan State University	7.72%	\$5,053,411	\$65,482,598	\$525,859	\$3,932,430	\$595,122
14	Natural Resources	23.34%	\$2,630,824	\$11,270,082	\$433,438	\$1,652,197	\$545,189
15	Public Safety & Correctional Services	5.27%	\$14,993,447	\$284,688,363	\$1,069,975	\$11,062,563	\$2,860,909
16	Retirement	21.10%	\$769,869	\$3,648,009	\$525,191	\$173,997	\$70,681
17	Stadium Authority	14.07%	\$3,621,913	\$25,748,037	\$240,246	\$3,355,301	\$26,366
18	State Police	12.99%	\$5,431,457	\$41,807,677	\$3,078,899	\$2,086,208	\$266,350
19	Transportation						
	<i>The Secretary's Office</i>	8.74%	\$4,582,546	\$52,439,528	\$1,211,975	\$3,355,553	\$15,017
	<i>Maryland Aviation Administration</i>	9.72%	\$22,872,814	\$235,255,357	\$1,472,084	\$21,318,095	\$82,635
	<i>Maryland Transit Administration</i>	8.91%	\$47,698,528	\$535,329,990	\$5,147,807	\$42,274,789	\$275,932
	<i>Motor Vehicle Administration</i>	35.63%	\$14,303,430	\$40,140,587	\$758,643	\$13,381,090	\$163,697
	<i>State Highway Administration</i>	19.65%	\$60,236,616	\$306,536,910	\$6,109,496	\$52,838,045	\$1,289,075
20	<i>Maryland Port Commission</i>	15.49%	\$8,961,901	\$57,855,030	\$3,326,651	\$5,233,076	\$402,174
21	<i>Maryland Transportation Authority</i>	5.58%	\$20,419,947	\$366,218,383	\$525,905	\$19,359,859	\$534,183
22	Treasurer's Office	2.78%	\$97,389	\$3,505,699	\$9,307	\$83,792	\$4,290
23	University System of Maryland						
	<i>Bowie State University</i>	21.48%	\$2,934,854	\$13,663,178	\$2,300,633	\$616,472	\$17,749
	<i>Coppin State University</i>	19.00%	\$3,419,306	\$17,991,858	\$296,461	\$2,967,660	\$155,185
	<i>Frostburg State University</i>	10.31%	\$1,332,919	\$12,931,756	\$103,175	\$915,430	\$314,314
	<i>Salisbury State University</i>	10.12%	\$1,310,400	\$12,946,984	\$387,274	\$350,658	\$572,468
	<i>Towson University</i>	10.89%	\$6,985,540	\$64,129,845	\$661,907	\$4,868,430	\$1,455,203
	<i>University of Baltimore</i>	13.34%	\$1,352,910	\$10,138,263	\$257,907	\$714,610	\$380,393
	<i>University of MD, Baltimore</i>	3.82%	\$8,624,233	\$225,555,687	\$2,121,115	\$4,110,217	\$2,392,902
	<i>University of MD, Baltimore County</i>	11.78%	\$6,079,630	\$51,605,057	\$1,397,572	\$2,617,113	\$2,064,946
	<i>University of MD, College Park</i>	11.68%	\$42,961,121	\$367,787,519	\$10,235,121	\$27,064,504	\$5,661,496
	<i>University of MD, Eastern Shore</i>	12.75%	\$1,401,355	\$10,993,374	\$0	\$1,040,002	\$361,353
	<i>University of MD, University College</i>	38.00%	\$26,578,850	\$69,938,011	\$349,571	\$26,115,419	\$113,860
	Statewide Total	10.56%	\$418,746,478	\$3,966,041,483	\$57,614,549	\$337,250,127	\$23,881,801

SBR Designated Procurements are specified as SBR-only at the onset of the procurement process.

SBR Incidental Procurements are awarded to an SBR vendor, but not specifically designated SBR-only at the onset of the procurement process.



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