

**Fiscal Year 2012**  
(July 1, 2011 to June 30, 2012)

# Minority Business Enterprise Program Statistical Report



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





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## Message from the Special Secretary

On behalf of the Governor's Office of Minority Affairs, I am pleased to present the Minority Business Enterprise (MBE) Program Participation Statistics for Fiscal Year 2012.

Maryland's MBE Program continues to make great strides and for the first time in the program's history, we have reached our overall aspirational goal. MBE participation across all State procurement agencies reached 25.2% in FY2012, up from 23.8% in FY2011. Small minority- and women-owned businesses were awarded over \$1.9 billion in FY2012, representing a 15.8% increase over the \$1.6 billion awarded in FY2011.

These achievements do not happen by chance, but rather by choice. The O'Malley-Brown Administration has been a staunch supporter of the MBE Program since taking office, and awards to MBEs have grown by 70% under their leadership. Over the past year, the legislation that shapes our program has been strengthened to ensure it remains fair, flexible and constitutional, that it promotes the growth of MBE as prime contractors and that it has the tools necessary for vigorous program enforcement. Through a variety of public outreach programs, stakeholders across the business community are also helping to propel the program forward. The result is an MBE Program that stands as a national role model.

The following pages contain MBE participation by agency, procurement category, and minority classification for FY2012. Also included is MBE participation by minority classification from FY2007 to FY2012. MBE payment data for FY2012 will be included in the annual report to be released later this year.

Thank you for your continued support of Maryland's MBE Program.

Sincerely,

A handwritten signature in blue ink that reads "Zenita Wickham Hurley". The signature is written in a cursive style.

Zenita Wickham Hurley  
Special Secretary

## MBE Program Overview

Maryland's MBE Program was established in 1978 by groundbreaking legislation designed to assist minority- and women-owned firms in gaining access to State government procurement and contracting opportunities. The program requires nearly 70 State agencies and departments to try to spend 25% of their contracting dollars with certified MBEs. 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. MBE Program oversight and compliance lies with the Governor's Office of Minority Affairs (GOMA). In that capacity, GOMA supports all State agencies and serves in an advisory capacity to the Governor on key MBE issues. GOMA is also the primary advocate for minority- and women-owned businesses seeking to do business with the State.

## FY2012 Awards by Agency

Every agency in the State of Maryland reports its MBE awards to GOMA. Total MBE participation reached 25.2% in FY2012, marking the first time the State has achieved its overall aspirational goal of 25%. MBE participation by agency is illustrated in Exhibit 1.

**Exhibit 1: FY2012 MBE Procurement/Contract Awards by Agency**

State Procurement Agency	Total Prime Procurement/ Contract 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 PRESERVATION	\$215,612	\$0	0.00%
CIVIL RIGHTS (HUMAN RELATIONS) COMMISSION	\$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 SERVICE	\$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%
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%

State Procurement Agency	Total Prime Procurement/ Contract Awards	Total MBE Awards	% MBE Participation
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 EMPLOYERS	\$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%
<b>STATE OF MARYLAND TOTAL</b>	<b>\$7,656,627,572</b>	<b>\$1,928,979,884</b>	<b>25.19%</b>

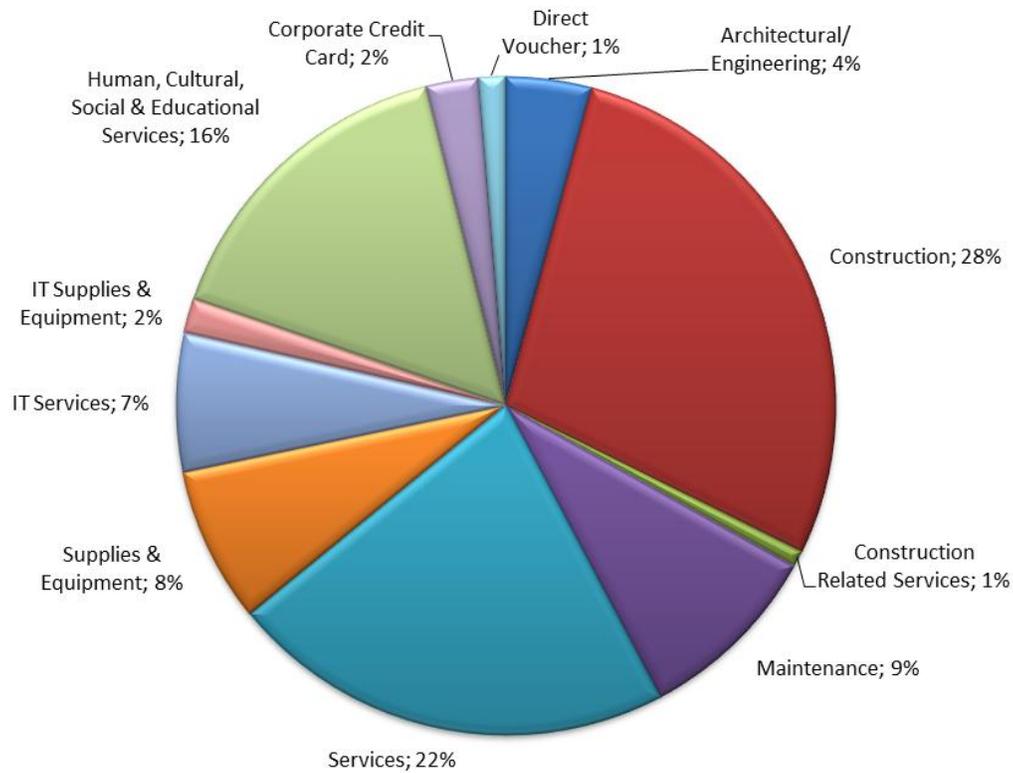
## FY2012 Awards by Procurement Category

MBE awards in Maryland are divided into 11 different business sectors, also referred to as procurement categories. Total MBE awards across these procurement categories totaled \$1.9 billion in FY2012. Exhibits 2 through 4 illustrate FY2012 total prime awards, MBE prime awards, MBE subcontract awards, total MBE awards and the percentage of MBE participation by procurement category.

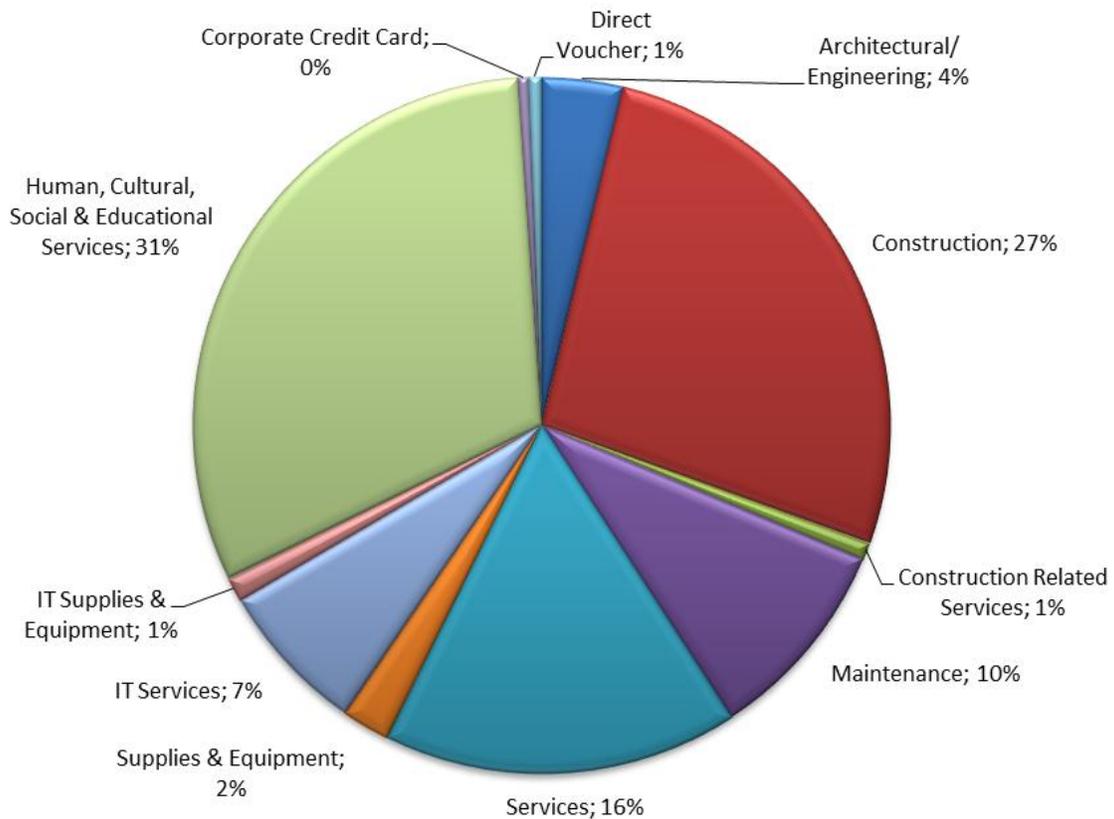
**Exhibit 2: FY2012 Total Awards by Procurement Category**

Procurement Category	Total Prime Awards (Including MBE)	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards (Prime & Sub)	% MBE Participation
Architectural/Engineering	\$322,559,633	\$1,816,089	\$70,855,676	\$72,671,765	22.53%
Construction	\$2,150,396,858	\$66,039,386	\$449,177,400	\$515,216,786	23.96%
Construction Related Services	\$59,571,565	\$4,074,168	\$11,474,058	\$15,548,226	26.10%
Maintenance	\$702,382,082	\$110,093,919	\$74,084,690	\$184,178,609	26.22%
Services	\$1,674,766,991	\$176,375,307	\$141,720,604	\$318,095,911	18.99%
Supplies & Equipment	\$584,666,888	\$26,577,181	\$16,333,596	\$42,910,777	7.34%
IT Services	\$519,680,602	\$57,622,343	\$79,048,043	\$136,670,386	26.30%
IT Supplies & Equipment	\$130,279,538	\$21,195,813	\$428,979	\$21,624,793	16.60%
Human, Cultural, Social & Educational Services	\$1,214,918,310	\$589,454,901	\$11,615,884	\$601,070,785	49.47%
Corporate Credit Card	\$197,026,375	\$9,923,557	\$0	\$9,923,557	5.04%
Direct Voucher	\$100,378,732	\$11,068,290	\$0	\$11,068,290	11.03%
<b>Totals</b>	<b>\$7,656,627,572</b>	<b>\$1,074,240,955</b>	<b>\$854,738,930</b>	<b>\$1,928,979,884</b>	<b>25.19%</b>

**Exhibit 3: FY2012 Total Prime Awards (Including MBEs) by Procurement Category (\$7.6 B)**



**Exhibit 4: FY2012 Total MBE Awards by Procurement Category (\$1.9 B)**



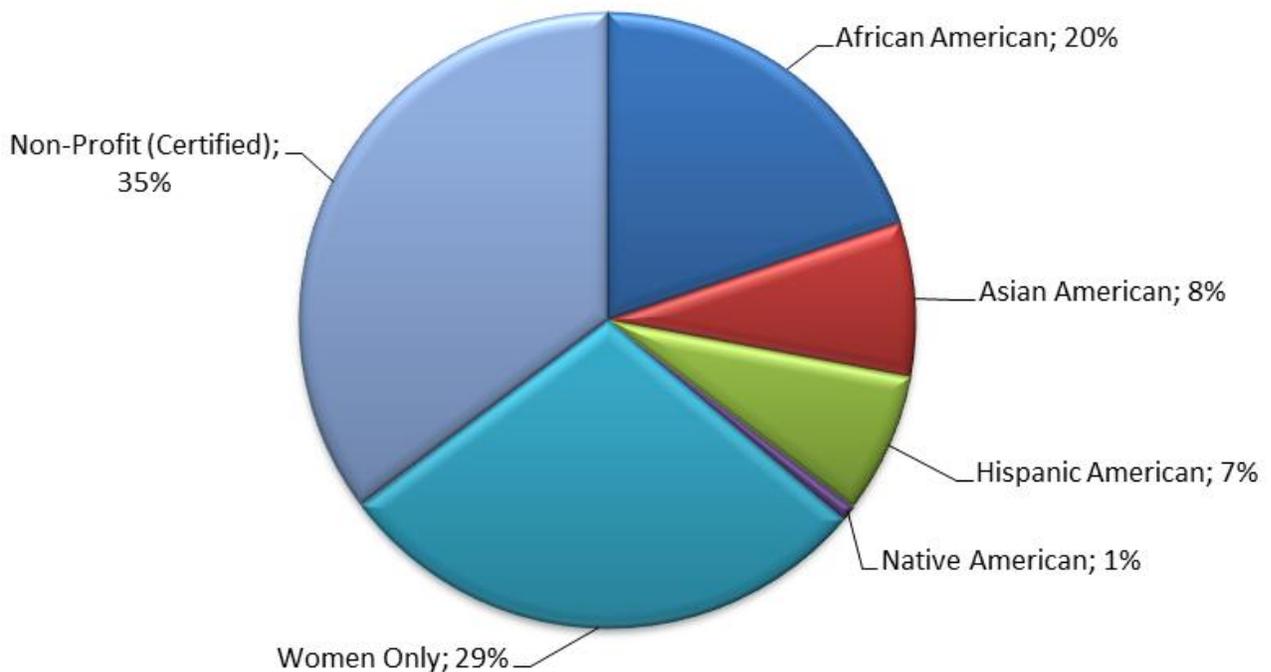
## Awards by MBE Classification

MBE classification connotes the category in which firms have been certified as socially and economically disadvantaged according to race, ethnicity, gender or disability. Exhibits 5 and 6 provide a breakdown of prime awards, subcontract awards, total prime and subcontract awards and the percentage of MBE procurements by MBE classification.

**Exhibit 5: FY2012 MBE Procurement/ Contract Awards by Classification**

MBE Classification	Total Prime Awards \$	Total Subcontract Awards \$	Total Prime and Subcontract Awards \$	% of Total MBE Procurement
<b>African American</b>	\$40,363,010	\$287,150,821	\$327,513,831	16.98%
African American Women	\$10,280,041	\$46,252,500	\$56,532,541	2.93%
<b>Asian American</b>	\$44,763,171	\$92,343,657	\$137,106,827	7.11%
Asian American Women	\$12,632,798	\$5,607,727	\$18,240,525	0.95%
<b>Hispanic American</b>	\$46,648,516	\$90,781,632	\$137,430,149	7.12%
Hispanic American Women	\$509,842	\$4,922,996	\$5,432,838	0.28%
<b>Native American</b>	\$155,238	\$12,518,256	\$12,673,494	0.66%
Native American Women	\$785,128	\$2,235,069	\$3,020,197	0.16%
<b>Women Only</b>	\$239,819,054	\$310,984,390	\$550,803,444	28.55%
<b>Disabled</b>	\$138,200	\$466,269	\$604,470	0.03%
<b>Disadvantaged</b>	\$133	\$5,799	\$5,931	0.00%
<b>Non-Profit Organizations</b>	\$678,145,825	\$1,469,814	\$679,615,639	35.23%
<b>Total MBE Procurement</b>	\$1,074,240,956	\$854,738,929	\$1,928,979,884	100.0%

**Exhibit 6: FY2012 MBE Procurement Contract Awards by MBE Classification (\$1.9 B)**



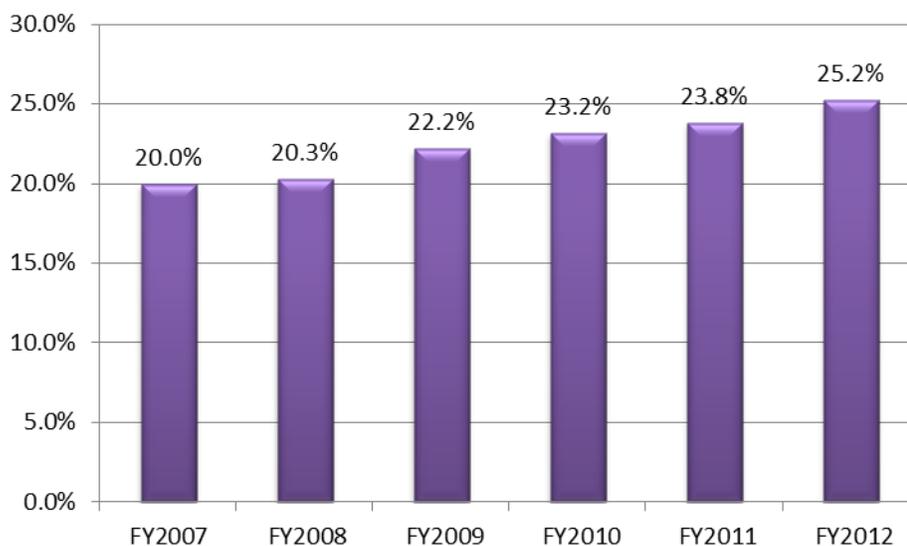
## Historical Perspective

Supporting the growth of small, minority- and women-owned businesses by expanding opportunities through Maryland’s MBE Program has been a core priority for the O’Malley-Brown Administration. Exhibit 7 provides a historical perspective of awards by MBE classification for Fiscal Years 2007 – 2012 and Exhibit 8 charts overall MBE participation during the same time period.

**Exhibit 7: MBE Procurement/ Contract Awards (Prime & Subcontract) by Classification for 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	Change Between FY2007 & FY2012
African American	\$206,206,524	\$266,333,768	\$371,145,118	\$270,229,367	\$284,238,784	\$327,513,831	58.8%
African American Women	--	--	--	\$20,853,968	\$50,816,195	\$56,532,541	--
Asian American	\$132,742,960	\$116,253,861	\$210,432,615	\$158,944,589	\$212,593,430	\$137,106,827	3.3%
Asian American Women	--	--	--	\$5,424,099	\$21,004,727	\$18,240,525	--
Hispanic American	\$62,657,536	\$96,115,893	\$139,880,199	\$137,166,086	\$139,030,941	\$137,430,149	119.3%
Hispanic American Women	--	--	--	\$1,809,836	\$3,800,927	\$5,432,838	--
Native American	\$19,055,663	\$39,906,457	\$5,556,966	\$6,111,691	\$11,972,101	\$12,673,494	-33.5%
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	70.6%
Disabled	\$6,432,211	\$1,491,710	\$35,975,201	\$1,585,061	\$1,574,197	\$604,470	-90.6%
Non-Profit (Certified)	\$192,007,334	\$268,549,985	\$237,308,842	\$292,644,486	\$291,069,381	\$280,762,948	46.2%
Community Service Provider (formerly Sheltered Workshop)	\$190,238,758	\$123,480,078	\$212,212,983	\$172,229,495	\$187,203,224	\$398,852,691	109.7%
Disadvantaged	--	--	--	\$49,894	\$2,756,735	\$5,931	--
<b>Total MBE Procurement</b>	<b>\$1,132,262,233</b>	<b>\$1,308,805,560</b>	<b>\$1,652,187,990</b>	<b>\$1,388,475,881</b>	<b>\$1,642,039,438</b>	<b>\$1,928,979,884</b>	<b>70.4%</b>
<b>Total State Procurement</b>	<b>\$5,673,549,266</b>	<b>\$6,454,144,304</b>	<b>\$7,450,004,264</b>	<b>\$5,995,774,983</b>	<b>\$6,901,737,469</b>	<b>\$7,656,627,573</b>	
<b>% MBE Participation</b>	<b>20.0%</b>	<b>20.3%</b>	<b>22.2%</b>	<b>23.2%</b>	<b>23.8%</b>	<b>25.2%</b>	

**Exhibit 8: Overall MBE Participation (%) for Fiscal Years 2007-2012**





## Governor's Office of Minority Affairs

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