

Fiscal Year 2014

# Minority Business Enterprise Program Statistical Report



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





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## Message from the Special Secretary

Dear Friends:

On behalf of the Governor's Office of Minority Affairs (GOMA), I am pleased to present the Minority Business Enterprise (MBE) Program Participation Statistics for Fiscal Year 2014. The following pages contain MBE participation by agency, procurement category and minority classification for FY2014. Also included is MBE participation by minority classification as well as overall participation from FY2007 through FY2014.

Maryland awarded \$2.1 billion in prime and subcontracting awards to small minority- and women-owned businesses in FY2014. This represents 27.3% overall MBE participation, the highest achievement in the history of our MBE Program and less than 2% shy of our new 29% overall goal.

GOMA is continually working with our State agencies/departments to ensure that we are identifying all MBE opportunities as we work toward our goal of eliminating discrimination in the State contracting arena.

Thank you for your continued support.

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 70 State agencies and departments to try to spend a designated portion of their contracting dollars with certified MBEs. The statewide MBE goal for FY2014 was 29%. 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.

## FY2014 Awards by Agency

Every agency in the State of Maryland reports its annual MBE utilization data to GOMA. Total MBE participation in FY2014 reached 27.3%. MBE participation by agency is illustrated in Exhibit 1.

**Exhibit 1: FY2014 MBE Awards by State Procurement Agency/Department**

State Procurement Agency/Department	Total MBE Awards	Total All Procurement / Contract Awards	FY2014 MBE Participation
AGING	\$460,795	\$1,766,270	26.09%
AGRICULTURE	\$239,416	\$4,901,889	4.88%
ARCHIVES	\$240,981	\$847,190	28.44%
ASSESSMENTS & TAXATION	\$987,548	\$2,067,464	47.77%
ATTORNEY GENERAL'S OFFICE	\$219,785	\$522,152	42.09%
AVIATION	\$62,647,299	\$335,367,870	18.68%
BALTIMORE CITY COMMUNITY COLLEGE	\$584,765	\$9,225,873	6.34%
BOWIE STATE UNIVERSITY	\$3,645,239	\$12,901,493	28.25%
BUDGET & MANAGEMENT	\$657,301	\$8,135,935	8.08%
BUSINESS & ECONOMIC DEVELOPMENT	\$2,568,010	\$11,169,058	22.99%
CANAL PLACE PRESERVATION	\$4,631	\$217,038	2.13%
COMPTROLLER	\$3,754,619	\$19,498,722	19.26%
COPPIN STATE UNIVERSITY	\$2,695,842	\$10,588,023	25.46%
DEAF, SCHOOL OF	\$211,915	\$8,914,838	2.38%
EDUCATION	\$24,338,111	\$178,523,602	13.63%
ELECTIONS	\$11,917,142	\$22,164,792	53.77%
ENVIRONMENT	\$4,056,179	\$12,353,324	32.83%
ENVIRONMENTAL SERVICES	\$13,172,074	\$74,519,660	17.68%
EXECUTIVE DEPARTMENT	\$8,856,044	\$32,213,037	27.49%
FOOD CENTER AUTHORITY	\$361,229	\$1,803,682	20.03%
FROSTBURG STATE UNIVERSITY	\$1,464,455	\$8,448,357	17.33%
GENERAL SERVICES	\$53,922,494	\$198,608,930	27.15%

State Procurement Agency/Department	Total MBE Awards	Total All Procurement / Contract Awards	FY2014 MBE Participation
HEALTH & MENTAL HYGIENE	\$649,507,480	\$1,274,426,249	50.96%
HIGHER EDUCATION COMMISSION	\$111,482	\$1,288,292	8.65%
HOUSING & COMMUNITY DEVELOPMENT	\$11,569,536	\$26,610,962	43.48%
HUMAN RELATIONS COMMISSION	\$11,574	\$50,621	22.86%
HUMAN RESOURCES	\$64,033,083	\$358,602,734	17.86%
INFORMATION TECHNOLOGY	\$84,510,116	\$162,268,112	52.08%
INSURANCE ADMINISTRATION	\$98,557	\$2,054,625	4.80%
JUVENILE SERVICES	\$1,231,362	\$47,423,751	2.60%
LABOR, LICENSING & REGULATION	\$6,706,603	\$25,823,720	25.97%
LOTTERY	\$48,130,120	\$145,246,371	33.14%
MILITARY	\$399,204	\$1,739,243	22.95%
MORGAN STATE UNIVERSITY	\$23,609,857	\$64,969,002	36.34%
MOTOR VEHICLE	\$26,433,693	\$47,855,256	55.24%
NATURAL RESOURCES	\$1,935,606	\$20,843,012	9.29%
OFFICE OF THE SECRETARY	\$20,465,489	\$61,290,357	33.39%
PEOPLE'S COUNSEL	\$28,100	\$695,538	4.04%
PLANNING	\$100,747	\$2,184,157	4.61%
POLICE	\$6,773,358	\$25,728,424	26.33%
PORT	\$9,800,304	\$48,668,343	20.14%
PROSECUTORS OFFICE	\$0	\$678	0.00%
PUBLIC DEFENDERS OFFICE	\$604,075	\$8,345,620	7.24%
PUBLIC SAFETY & CORRECTIONS	\$95,904,208	\$175,901,436	54.52%
PUBLIC SCHOOL CONSTRUCTION	\$212,035,398	\$710,102,340	29.86%
PUBLIC SERVICE COMMISSION	\$647,518	\$4,697,065	13.79%
PUBLIC TELEVISION	\$181,842	\$2,472,015	7.36%
PUBLIC WORKS	\$4,445	\$22,056	20.15%
RETIREMENT	\$3,106,362	\$6,600,854	47.06%
SAINT MARY'S COLLEGE	\$719,167	\$50,512,651	1.42%
SALISBURY STATE UNIVERSITY	\$2,861,918	\$18,211,350	15.72%
STADIUM AUTHORITY	\$9,887,572	\$41,971,905	23.56%
STATE HIGHWAY	\$254,267,447	\$1,280,708,085	19.85%
SUPPLEMENTAL RETIREMENT	\$109,300	\$3,645,540	3.00%
TAX COURT	\$450	\$24,538	1.83%
TOWSON UNIVERSITY	\$6,561,920	\$64,854,129	10.12%
TRANSIT	\$148,256,024	\$818,791,285	18.11%
TRANSPORTATION AUTHORITY	\$129,139,290	\$476,252,311	27.12%
TREASURER'S OFFICE	\$86,516	\$1,596,317	5.42%
UNIVERSITY OF BALTIMORE	\$1,429,410	\$12,741,154	11.22%
UNIVERSITY OF MARYLAND, BALTIMORE	\$35,504,033	\$238,245,886	14.90%
UNIVERSITY OF MARYLAND, BALTIMORE COUNTY	\$11,769,670	\$74,700,242	15.76%
UNIVERSITY OF MARYLAND, COLLEGE PARK	\$57,755,616	\$404,573,958	14.28%
UNIVERSITY OF MARYLAND, EASTERN SHORE	\$1,561,162	\$11,205,353	13.93%
UNIVERSITY OF MARYLAND, UNIVERSITY COLLEGE	\$5,938,815	\$80,991,429	7.33%
VETERAN AFFAIRS	\$15,341,930	\$88,833,264	17.27%
WORKERS COMPENSATION	\$139,147	\$861,519	16.15%
<b>STATE OF MARYLAND TOTAL</b>	<b>\$2,146,275,380</b>	<b>\$7,849,390,948</b>	<b>27.34%</b>

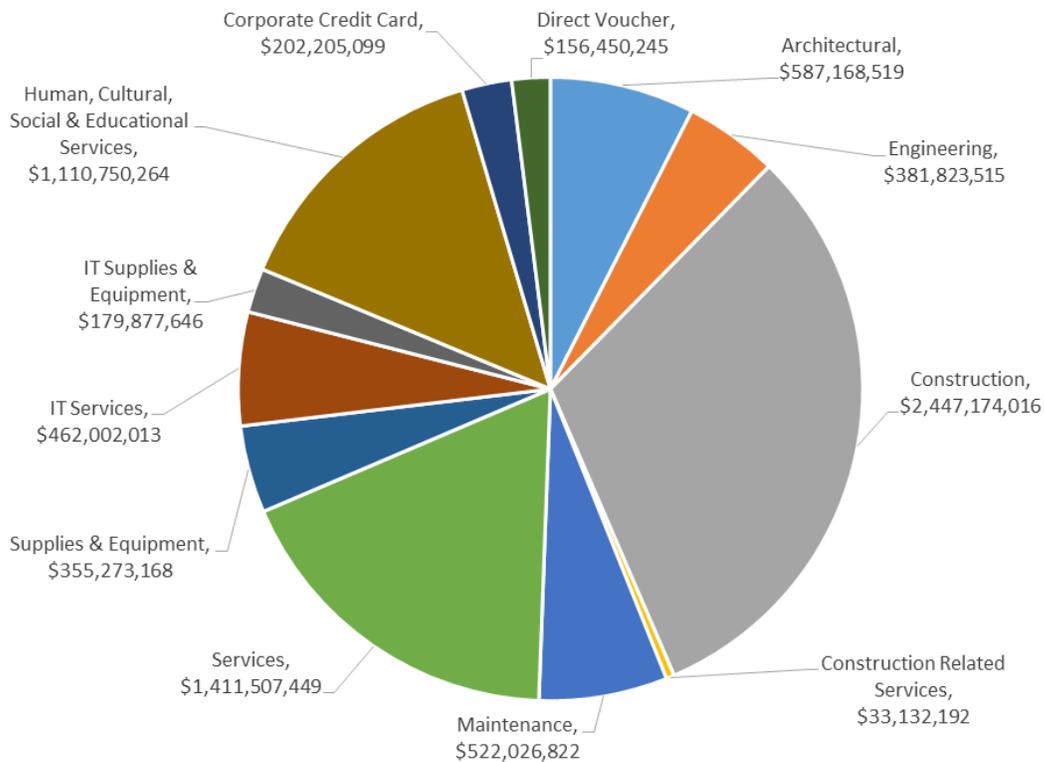
## FY2014 Awards by Procurement Category

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 \$2.1 billion in FY2014. Exhibits 2 through 4 illustrate FY2014 prime awards, MBE prime awards, MBE subcontract awards, total MBE awards and the percentage of MBE participation by procurement category.

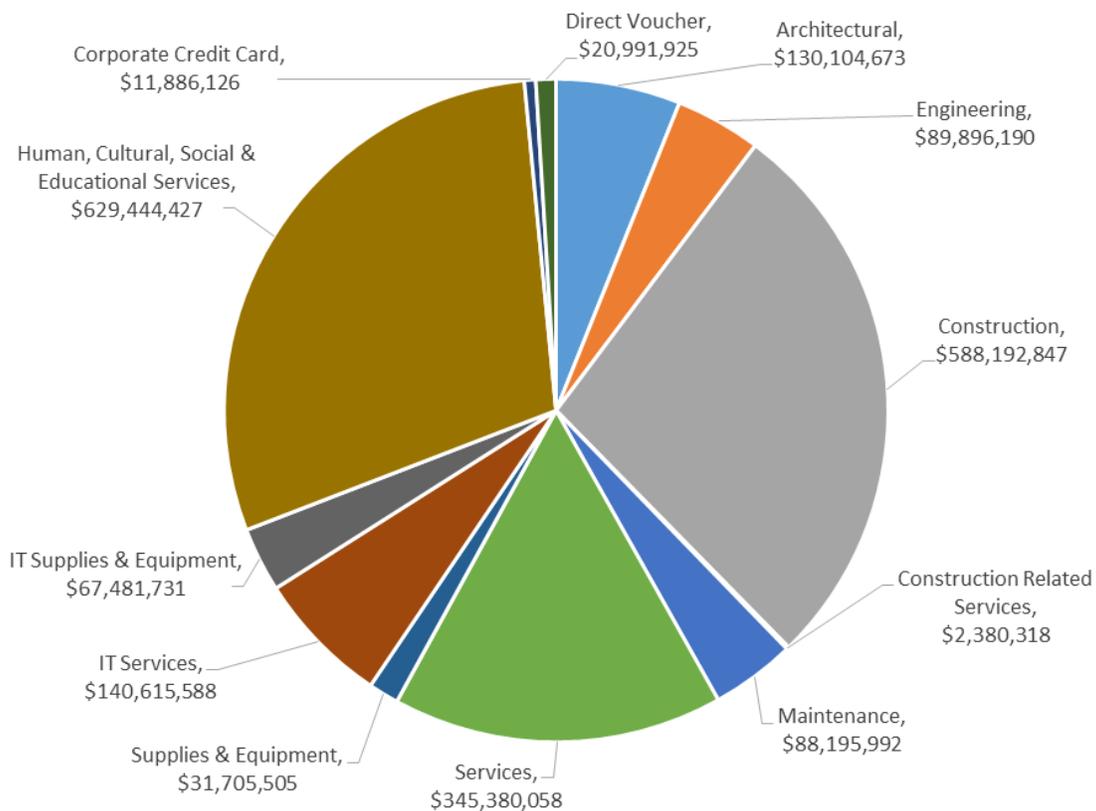
**Exhibit 2: FY2014 Total Awards by Procurement Category**

Procurement Category	Total All Procurement/Contract Awards	Total MBE Prime Awards	Total MBE Subcontract Awards	Total MBE Awards (Prime & Sub)	MBE Participation
Architectural	\$587,168,519	\$3,120,578	\$126,984,095	\$130,104,673	22.16%
Engineering	\$381,823,515	\$8,004,954	\$81,891,236	\$89,896,190	23.54%
Construction	\$2,447,174,016	\$110,188,462	\$478,004,385	\$588,192,847	24.04%
Construction Related Services	\$33,132,192	\$1,060,834	\$1,319,484	\$2,380,318	7.18%
Maintenance	\$522,026,822	\$46,321,178	\$41,874,814	\$88,195,992	16.89%
Services	\$1,411,507,449	\$219,054,025	\$126,326,033	\$345,380,058	24.47%
Supplies & Equipment	\$355,273,168	\$22,211,111	\$9,494,394	\$31,705,505	8.92%
IT Services	\$462,002,013	\$98,794,679	\$41,820,909	\$140,615,588	30.44%
IT Supplies & Equipment	\$179,877,646	\$66,625,165	\$856,566	\$67,481,731	37.52%
Human, Cultural, Social & Educational Services	\$1,110,750,264	\$624,229,271	\$5,215,156	\$629,444,427	56.67%
Corporate Credit Card	\$202,205,099	\$11,886,126	\$0	\$11,886,126	5.88%
Direct Voucher	\$156,450,245	\$20,991,925	\$0	\$20,991,925	13.42%
<b>TOTALS</b>	<b>\$7,849,390,948</b>	<b>\$1,232,488,308</b>	<b>\$913,787,072</b>	<b>\$2,146,275,380</b>	<b>27.34%</b>

**Exhibit 3: FY2014 Total Prime Awards (Including MBEs) by Procurement Category (\$7.8 Billion)**



**Exhibit 4: FY2014 Total MBE Awards by Procurement Category (\$2.1 Billion)**



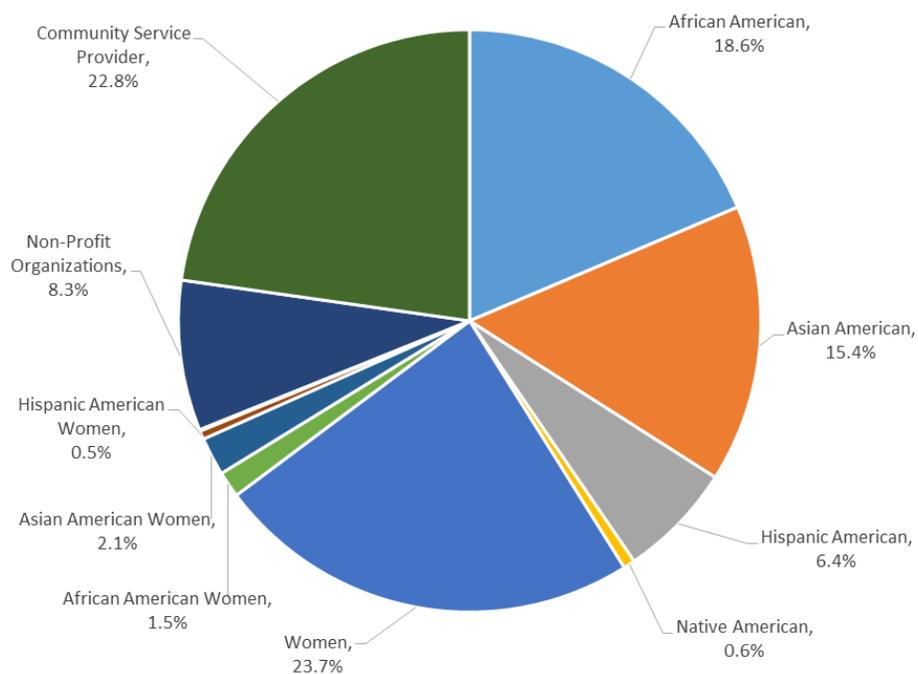
## Awards by MBE Classification

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: FY2014 MBE Procurement/Contract Awards by Classification**

MBE Classification	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards (Prime and Sub)	Total MBE Participation
African American	\$147,941,235	\$251,539,918	\$399,481,153	18.6%
Asian American	\$113,518,820	\$217,317,166	\$330,835,986	15.4%
Hispanic American	\$55,903,480	\$81,839,147	\$137,742,627	6.4%
Native American	\$346,905	\$13,528,584	\$13,875,489	0.6%
Women	\$207,235,755	\$301,235,396	\$508,471,151	23.7%
African American Women	\$12,344,877	\$18,808,665	\$31,153,542	1.5%
Asian American Woman	\$25,460,992	\$19,949,854	\$45,410,846	2.1%
Hispanic American Woman	\$4,540,070	\$5,660,146	\$10,200,216	0.5%
Native American Women	\$41,352	\$618,645	\$659,997	0.0%
Disabled	\$124,342	\$893,674	\$1,018,016	0.0%
Non-Profit Organizations	\$177,336,587	\$1,706,697	\$179,043,284	8.3%
Community Service Provider	\$487,693,514	\$689,180	\$488,382,694	22.8%
Disadvantaged	\$379	\$0	\$379	0.0%
<b>Total MBE Procurement</b>	<b>\$1,232,488,308</b>	<b>\$913,787,072</b>	<b>\$2,146,275,380</b>	<b>100.00%</b>

**Exhibit 6: FY2014 MBE Procurement Contract Awards by MBE Classification**



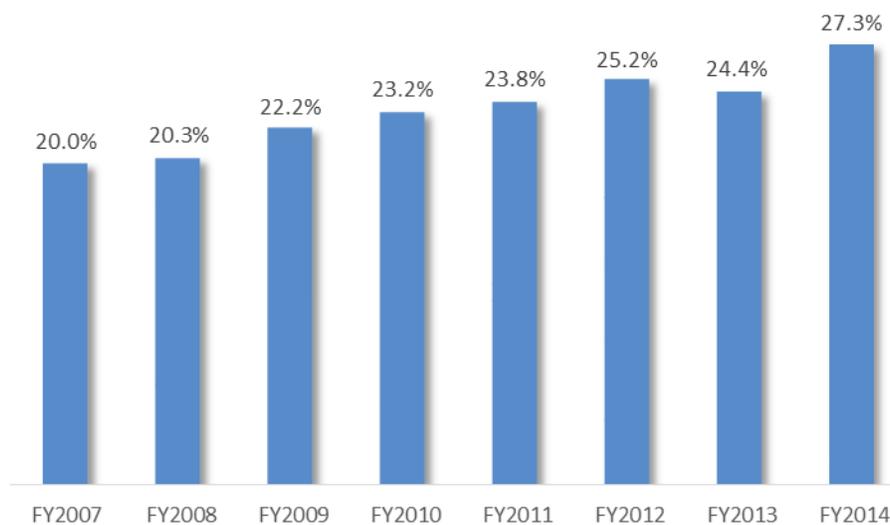
## Historical Perspective

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 – 2014 and Exhibit 8 charts overall MBE participation during the same time period.

**Exhibit 7: MBE Awards (Prime & Subcontract) by Classification  
for Fiscal Years 2007 – 2014**

MBE Classification	FY2007 MBE Awards	FY2008 MBE Awards	FY2009 MBE Awards	FY2010 MBE Awards	FY2011 MBE Awards	FY2012 MBE Awards	FY2013 MBE Awards	FY2014 MBE Awards
African American	\$206,206,524	\$266,333,768	\$371,145,118	\$270,229,367	\$284,238,784	\$327,513,831	\$237,221,656	\$399,481,153
African American Women	--	--	--	\$20,853,968	\$50,816,195	\$56,532,541	\$66,576,198	\$31,153,542
Asian American	\$132,742,960	\$116,253,861	\$210,432,615	\$158,944,589	\$212,593,430	\$137,106,827	\$134,183,647	\$330,835,986
Asian American Women	--	--	--	\$5,424,099	\$21,004,727	\$18,240,525	\$21,452,550	\$45,410,846
Hispanic American	\$62,657,536	\$96,115,893	\$139,880,199	\$137,166,086	\$139,030,941	\$137,430,149	\$140,978,055	\$137,742,627
Hispanic American Women	--	--	--	\$1,809,836	\$3,800,927	\$5,432,838	\$5,252,363	\$10,200,216
Native American	\$19,055,663	\$39,906,457	\$5,556,966	\$6,111,691	\$11,972,101	\$12,673,494	\$8,801,200	\$13,875,489
Native American Women	--	--	--	\$958,151	\$6,103,477	\$3,020,197	\$4,751,497	\$659,997
Women only	\$322,921,247	\$396,673,808	\$439,676,065	\$320,469,157	\$429,875,319	\$550,803,444	\$358,128,414	\$508,471,151
Disabled	\$6,432,211	\$1,491,710	\$35,975,201	\$1,585,061	\$1,574,197	\$604,470	\$65,009	\$1,018,016
Non-Profit Organizations (Certified)	\$192,007,334	\$268,549,985	\$237,308,842	\$292,644,486	\$291,069,381	\$280,762,948	\$264,874,599	\$664,887,766
Community Service Provider (formerly Sheltered Workshop)	\$190,238,758	\$123,480,078	\$212,212,983	\$172,229,495	\$187,203,224	\$398,852,691	\$431,855,638	\$2,538,212
Disadvantaged	--	--	--	\$49,894	\$2,756,735	\$5,932	\$1,087,798	\$379
<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>\$1,928,979,885</b>	<b>\$1,675,228,624</b>	<b>\$2,146,275,380</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>\$6,871,193,114</b>	<b>\$7,849,390,948</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>	<b>24.4%</b>	<b>27.3%</b>

**Exhibit 8: Overall MBE Participation (%) for Fiscal Years 2007 – 2014**







**Governor's Office of Minority Affairs**

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