



Data Mining Strategies for Doing Business with the State of Maryland

Presented by

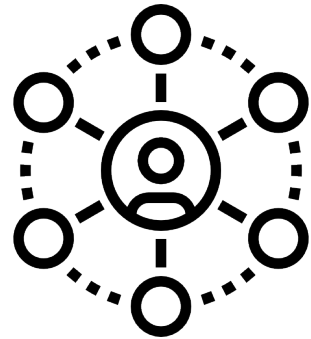
Eduardo Hayden
Small Business Outreach Manager



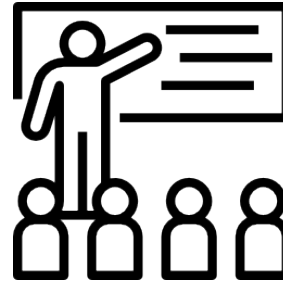
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS



Implement Maryland's 3 socioeconomic procurement programs across 70+ agencies and departments



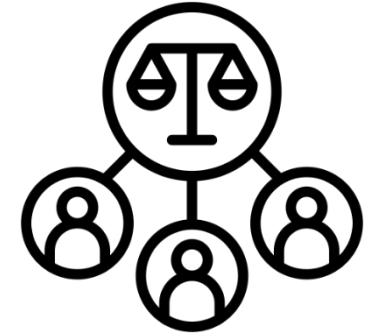
Connect small, minority, women, & veteran business owners to opportunities in the state contracting arena



Conduct free small business webinars, hosts stakeholder engagement events, and participates in outreach programs statewide



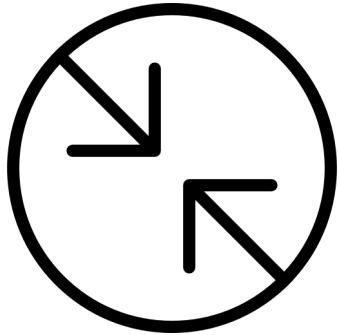
Curate online resources at the federal, state, and local levels for small business growth and development



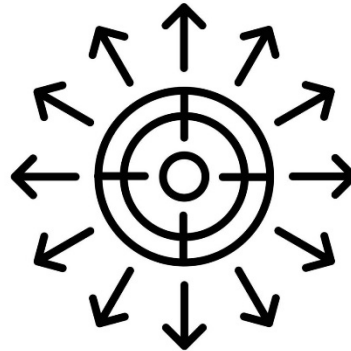
Work with MBEs to address issues that may arise during contract performance through the MBE Ombudsman unit

goMDsmallbiz.maryland.gov

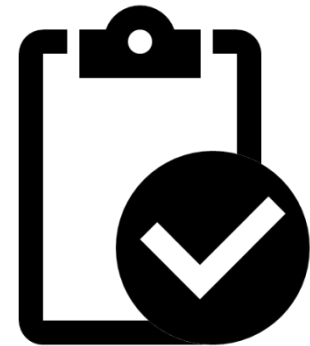
MBE Ombudsman Unit



Serves as an internal resource across the 70+ agencies and departments engaged in the MBE Program



Serves as an external resource to certified MBEs, prime contractors, legislators, and stakeholder organizations



Enforces compliance during contract performance to maximize implementation of the MBE Program

THINGS TO
CONSIDER



Doing Business with the State of Maryland

The State's online public
"**Bid Board**" is eMaryland
Marketplace Advantage
(eMMA)
emma.maryland.gov

All solicitations over
\$15,000
must be published
on eMMA

All awards over
\$50,000
must be published
on eMMA

All vendors receiving a
contract award from the State
must be "**In Good Standing**"
with the Department of
Assessments and Taxation

The Board of Public Works
approves all contracts
\$200,000 and above before
final "Notice to Proceed" can
be awarded

MBE, VSBE, and SBR
Liaisons are positioned
within each state
purchasing unit

Open & Transparent



State Finance and Procurement Articles

- <https://mgaleg.maryland.gov/mgawebsite/Laws/Statutes>



Code of Maryland Regulations (COMAR), Title 21

- <https://dsd.maryland.gov/Pages/COMARHome.aspx>

Maryland's Socioeconomic Procurement Programs



- Prime & subcontracting opportunities
- 70+ participating state agencies & departments
- Race & gender specific
- Application-based certification process with MDOT's Office of Minority Business Enterprise



- Prime & subcontracting opportunities
- 50+ participating state agencies & departments
- Veteran specific
- Online certification process in eMaryland Marketplace Advantage



- Prime contracting opportunities
- 60+ participating state agencies & departments
- Race and gender neutral
- Online certification process in eMaryland Marketplace Advantage

No cost to obtain or maintain certification. Annual renewal requirements apply.

Certification Overview



- 51% ownership
- Control
- Size of business
- Personal Net Worth
- UCA – 1 application for state MBE + MDOT Fed DBE/ACDBE/SBE
- 90-120 days



- 51% ownership must be a Veteran(s)
- 3-step certification
 - a) eMMA Registration
 - b) Veteran Verification (State or Federal)
 - c) Application
- 3-5 days



- For-Profit business
- Not a broker
- Not a subsidiary
- Not “dominant” in your industry nationally (too big)
- Meet “either” employee or fiscal thresholds
- 20 minutes

By the numbers... FY 2023



- 8,000+ certified MBE firms
- \$1.2 Billion in awards
- \$991 Million in payments
- 1,516 Firms to Receive payment as an MBE in FY23



- Approx. 900+ certified VSBE firms
- \$35.6 Million in awards
- \$141 Million in payments
- 322 VSBE's received contracts in FY23



- 5,200+ certified SBR firms
- \$599 Million in payments
- 1,990 Firms to Receive payment as an SBR in FY23



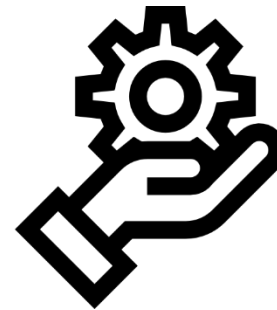
Maryland Department of Transportation *Office of Minority Business Enterprise*



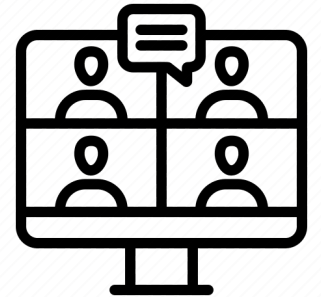
Maryland's official certification unit for state and federal socioeconomic programs (MBE, DBE, ACDBE, SBE)



Maintain the State's online directory of certified firms



Manage expansions and renewals of certified firms



Conduct free application assistance online workshop monthly

mdot.maryland.gov/mbe



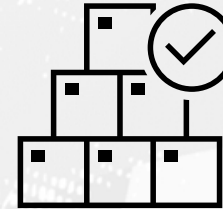
MBE Overview

Uniform Certification Application



Allows you to fill out 1 application:

- **MBE** (state level certification + all state funded projects)
- **DBE** (federal certification – MDOT projects only / federal funding)



In addition, you can add the following:

- **SBE** (federal – MDOT projects only / federal funding) *
- **ACDBE** (federal – MDOT projects only / federal funding) *

*** May be other requirements**



VSBE Certification Process



Vendor Registration

- Register as a vendor in eMMA
- Indicate interest in the VSBE Program (Procurement Programs section)
- Complete your eMMA Registration



Veteran Verification

- Maryland Department of Veterans Affairs (submitting DD214)
- U.S. Small Business Administration (SBA – VetCert)



VSBE Application

- Complete the VSBE Application
- Include your Verification #
- Update your vendor profile in eMMA with a VSBE Certification #



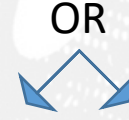
SBR Overview: State Defined Small Business Eligibility Standards



Industry



of Employees



Gross Sales last 3 Years

Retail	25	\$3 million
Wholesale	50	\$4 million
Construction Operations	50	\$7 million
Service Operations	100	\$10 million
Manufacturing Operations	100	\$2 million
Architectural and Engineering	100	\$4.5 million



State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**



Procurement Forecast



Board of Public Works



Agency Liaisons

eMaryland Marketplace Advantage (eMMA)

emma.maryland.gov

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at emma_helpdesk@maryland.gov.

For additional training and resources, please go to the Maryland Procurement Academy homepage at [State of Maryland eMMA Training](#)

LOGIN

Login*

Password*

Login

[State SSO Login \(login.md.gov\)](#)

[MDoT SSO Login\(MSAzure\)](#)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



1. Buyer/Agency
2. Procurement Officer
3. Type of Contract
4. Term of the Contract
5. Scope of Work



1. Contract Title
2. Vendor
3. Type of Contract
4. Term of the Contract
5. Amount of Contract



1. Prime Contractors
2. Type of Contract
3. Term of the Contract
4. Amount of Contract
5. Agency

Public Solicitations search... example 1

Public Solicitations

Keywords: SERVICES

Status: Open

Category: [Dropdown]

Search [Search] Reset

Advanced Search

Filters: Keywords: SERVICES Status: Open

ID	Title	Status	Due / Close Date	Publish Date UTC-5	Main Category	Solicitation Type	Issuing Agency
BPM046971	HVAC Preventative Maintenance and Repair Services	Open	11/19/2024	11/14/2024 2:35:38 PM	Heating and cooling and air conditioning HVAC construction and maintenance services	Public Notice	Saint Mary's County Metropolitan Commission
BPM047316	Investment Advisor/Asset Management Services	Open	12/12/2024	11/14/2024 2:10:14 PM	Banking and investment	Public Notice	Maryland National Capital Park and Planning Commission
BPM047277	DocuSign support services for MPT	Open	11/15/2024	11/14/2024 1:26:40 PM	Cloud-based software as a service	Request for Quote	Maryland Public Television - Administration
BPM047142	Contract No. MT-00211314 HVAC & ATC Maintenance and Repairs at MDTA Northern Region Facilities	Open	12/3/2024	11/14/2024 9:49:12 AM	Heating and cooling and air conditioning HVAC construction and maintenance services	Public Notice	Maryland Transportation Authority
BPM046799	CCPS-AHU REPLACEMENT AND HEATING WATER PLAN ADDITION AT MARY HARRISON CENTER	Open	11/21/2024	11/14/2024 8:39:22 AM	Building and Facility Construction and Maintenance Services	Public Notice	Calvert County Public Schools
BPM047297	IFB #1175074 - Metal Materials, Services, and Welding Supplies and Equipment	Open	12/18/2024	11/13/2024 4:32:53 PM	Structural materials	Public Notice	Montgomery County Government
BPM045047	BWI MARC STATION REPAIRS	Open	12/17/2024	11/13/2024 3:57:00 PM	Concrete and cement and plaster	IFB: Invitation for Bid	Maryland Transit Administration
BPM047206	RFQ - Monitoring Students' IEPs for Content, Method, and Delivery of Specially Designed Instruction	Open	11/15/2024	11/13/2024 3:41:56 PM	Training planning, facilitation and delivery services	Request for Quote	Maryland State Department of Education
BPM046929	RFP #25-JH-011 Custodial Supplies, Equipment, and Custodial Related Products, Services, and Solutions	Open	12/6/2024	11/13/2024 3:21:07 PM	Cleaning and janitorial supplies	Public Notice	Harford County Public Schools
BPM047059	Water and Sewer Rate Study Services	Open	1/7/2025	11/13/2024 3:24:26 PM	Energy or utility consulting service	Public Notice	Saint Mary's County Metropolitan Commission




1 2 3 4 5 6 7 > More than 150 Result(s)

Title Contract No. MT-00211314 HVAC & ATC Maintenance and Repairs at MDTA Northern Region Facilities Solicitation Type Public Notice Main Category Heating and cooling and air conditioning HVAC construction and maintenance services Issuing Agency Maryland Transportation Authority Procurement Officer / Buyer Margaret1 CARLISLE Email mcarlisle1@mdot.state.md.us	ID BPM047142	Alternate ID MT-00211314	Lot # 1	Round # 2	Status Open	Due / Close Date (EST) Dec 3 2024 2:00PM	Due / Close Date (EST) Dec 3 2024 2:00PM
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Solicitation Summary
 The Maryland Transportation Authority (MDTA) is issuing this Invitation for Bids (IFB) for the provision of Heating, Ventilation, and Air Conditioning (HVAC) and Automatic Temperature Controls (ATC) Maintenance and Repairs for the MDTA northern region facilities listed herein. Requested services for HVAC Maintenance and Repairs will include, but not be limited to all boilers, dampers, air handling units, chillers, cooling towers, air conditioning and control compressors, electrical, electronic, and pneumatic controls, coils, pumps, valves, gauges, nozzles, motors, exhaust fans, ice makers, window or portable a/c units and any other item directly related to the heating and air conditioning systems at the various MDTA northern region facilities. Requested services for ATC Maintenance and Repairs will include, but not be limited to all pneumatic, electric, direct digital control, automation, data protection and recovery, control loop tuning, and hardware maintenance and on-site coaching. **Additional service requirements may include removal of freon from non-operative refrigerators and the disposal process of freon when necessary.**

Procurement Program Participation Goals VSBE Participation (%) 1.0 MBE Participation (%) 14.00

Attachments

Title	Type	Att.	Last Modified on UTC-5	Creation Date UTC-5
MT-00211314 HVAC & ATC Northern Region Facilities Addendum 1	Attachments & Appendixes (Approved)	 MT-00211314 HVAC and ATC Northern Region Addendum No. 1.pdf	11/14/2024 9:47:11 AM	11/14/2024 9:47:11 AM
MT-00211314 HVAC & ATC Maintenance and Repairs Bid Worksheet	Attachments & Appendixes (Approved)	 MT-00211314 HVAC Bid Worksheet Northern Facilities.xlsx		11/4/2024 1:39:10 PM
MT-00211314 HVAC & ATC Maintenance and Repairs IFB	Attachments & Appendixes (Approved)	 MT-00211314 HVAC AND ATC Maintenance and Repairs IFB.pdf		11/4/2024 1:36:03 PM
3 Result(s)				

Already Awarded – Past Contracts over \$50,000

Public Contracts

Keywords: CONSTRUCTION Commodities: Status: Search Reset

> Advanced Search

Filters: VSBE Goal: ✓ Keywords: CONSTRUCTION ✕

Code	Contract Title	Vendor	Contract Type	Effective Date	Expiration Date	Publish Date	Public Solicitation ID
CTR020546	I-95 Express Toll Lanes Northbound Extension MD 24 to Bynum Run	DXI CONSTRUCTION INC	Individual	10/10/2024	9/24/2026	10/10/2024	BPM041554
CTR009332-6	PV-975-200-001 (Re-Bid) Construction of Berlin Barrack V at The Maryland State Police - Berlin Amendment #6	KELLER BROTHERS INC	Individual	12/21/2022	3/11/2026	10/16/2024	BPM031900
CTR015748-3	A-500-190-001 Renovation of Veditz Vocational Building at Maryland School for the Deaf Amendment #3	WAYNESBORO CONSTRUCTION CO INC	Individual	11/29/2023	11/29/2026	10/16/2024	BPM035602
CTR019260	SM-023-230-002 Install Interpretive Elements of Chapel Exhibit and Add A/C @ Historic St. Mary's City Commission	S E DAVIS CONSTRUCTION LLC	Individual	10/2/2024	10/2/2025	10/9/2024	BPM043329
CTR012097-9	BC-500-190-001 - Construction of New Baltimore City District Court, Judiciary Amendment #9	CAM CONSTRUCTION CO INC	Individual	1/25/2023	1/24/2025	8/20/2024	BPM031579
CTR018599	Construction Management and Inspection Services	AECOM TECHNICAL SERVICES INC	Individual	6/7/2024	6/6/2029	6/11/2024	BPM035020
CTR018598	Construction Management and Inspection Services	JOHNSON MIRMIRAN & THOMPSON INC	Individual	6/7/2024	6/6/2029	6/11/2024	BPM035020
CTR018597	Construction Management and Inspection Services	WHITMAN,REQUARDT & ASSOCIATES LLP	Individual	6/7/2024	6/6/2029	6/11/2024	BPM035020
CTR018596	Construction Management and Inspection Services	WSP USA INC	Individual	6/7/2024	6/6/2029	6/11/2024	BPM035020
CTR018595	Construction Management and Inspection Services	RUMMEL,KLEPPER & KAHL LLP	Individual	6/7/2024	6/6/2029	6/11/2024	BPM035020

1 2 3 4 5 > 48 Result(s)

Public Contracts search... example 2



Public Contract: CTR015748-3 - A-500-190-001 Renovation of Veditz Vocational Bu...

Contract Title

A-500-190-001 Renovation of Veditz Vocational Building at Maryland School for the Deaf Amendment #3

Effective Date

11/28/2023

Contract ID

CTR015748-3

Alternate ID**Vendor**

WAYNESBORO CONSTRUCTION CO INC

Expiration Date

11/28/2026

Contract Type

Individual

Contract Amount

19,569,394.58

USD

Procurement Officer / Buyer

Michael CAVANAUGH

Email

Michael.Cavanaugh@m...

Linked Solicitation**Organizations**

Department Of General Services

Commodities

Building and Facility Construction and Maintenance Services, Commercial and office building renovation and repair service

Enter search term



HOME

MBE PROGRAM

MBE OMBUDSMAN

SBR PROGRAM

VSBE PROGRAM

RESOURCES

FORECAST



GOVERNOR'S OFFICE OF
**Small, Minority &
Women Business Affairs**



Quick Links

About Us

Legislation and Policy

Outreach

News

Reports

Contact Us

Recent



NEW Program Seals

Program seals are now available to certified vendors. Certification status will be verified during the procurement process.



Procurement Forecast

Welcome to Maryland's Procurement Forecast Portal.

This database is populated with *projected* purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Fiscal Year - July – June

- Q1 July – September
- Q2 October – December
- Q3 January – March
- Q4 April - June

Export To Excel

Search - Description

Search

Reset All Filters

Search by Agency

Search by Procurement Categories

Search by Region

Search by Contract Value

Search by Projected Advertisement Dates

Agency Name: Information Technology

Procurement Category: Information Technology - Services

Procurement Method: To Be Determined

Description: GIS SOFTWARE AS A SERVICE MASTER CONTRACT

Location/Delivery: STATEWIDE

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$10,000,001 to \$20,000,000

Term of Contract: To be Determined

1. Keyword
2. Agency
3. Procurement Category
4. Contract Value
5. Region
6. Advertisement date by Quarters

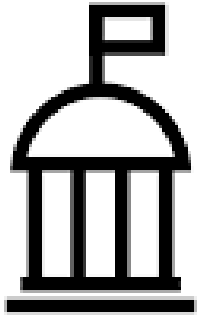
Procurement Forecast – Export to Excel



Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Procurement Category	Description	Estimated Advertisement Date	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Transportation - Transportation Authority	CDM Smith, Inc.	MBE 5%	Services	Traffic and Revenue Services	Q2 (Oct.-Dec. 2024)	\$1,000,001 to \$5,000,000	5 years or more	Agnes Vadasz	410-537-7811	avadasz@mdta.state.md.us
Transportation - Aviation	Jacobs Engineering Group, Inc.	19.00%	Architectural Services	Program Management of Architectural & Engineering Services at BWI & MTN Airports	To Be Determined	\$10,000,001 to \$20,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Aviation	Jones Payne Group, Inc.	25.00%	Architectural Services	Comprehensive Professional Services for the Residential Sound Insulation Program at BWI	Q1 (July-Sept. 2024)	\$5,000,001 to \$10,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Aviation	Airport Design Consultants, Inc.	19.50%	Architectural Services	Program Management of Architectural & Engineering Services at BWI & MTN Airports	To Be Determined	\$10,000,001 to \$20,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Port Administration	P2 Cleaning Services, Inc.	SBR Designated & 16% MBE	Maintenance	Janitorial Services at DMT & SMT	Q2 (Oct.-Dec. 2024)	\$500,001 to \$1,000,000	5 years or more	Kelli Peters	410-385-4834	kgower3@marylandports.com



Board of Public Works



Highest
administrative
body in state
government



Control
procurement
policy & adopts
procurement
regulations



Approve most
contracts
exceeding
\$200K



Livestream
meetings
and public
documents

Board of Public Works

bpw.maryland.gov

The screenshot shows the homepage of the Maryland Board of Public Works website. At the top, there is a search bar with the placeholder text "Enter search term" and a magnifying glass icon. To the right of the search bar are navigation links for "HOME", "MEETINGS", "PROCUREMENT", and "WETLANDS". Below the navigation is a large banner featuring the Maryland state flag and a photograph of the Maryland State Capitol building. The banner includes the text "MARYLAND Board of Public Works" and a logo of the state flag.

Below the banner, there are three main sections:

- BPW Meetings**: A list of links including "BPW Meeting Documents" (highlighted with a red box), "Live Meeting Broadcast", and "Meeting Calendar".
- Publications**: A list of links including "All Publications", "Reports Due to BPW", "Advisories", "Debarments", "Pending Regulations", and "Procurement Agency Activity Report (PAAR)".
- Spotlight**: A list of links including "2024 BPW Meeting Schedule", "FY 2024 State Tax Rate", "FY 2023 State Tax Rate", "Maryland Department of Health - Coronavirus Disease 2019 (COVID-19) Information", "FY 2023 Procurement Advisor's Report", "eMaryland Marketplace Advantage (eMMA) Registration Now Open!", and "NASPO State Preference Repository".

At the bottom of the page, there is a "Meeting LiveStream" button. Below the main content area, there is a photograph of three people sitting at a conference table during a meeting. The people are identified as Treasurer Davis, Lieutenant Governor Miller, and Comptroller Lierman. Below the photograph is the caption "Treasurer Davis, Lieutenant Governor Miller & Comptroller Lierman".

www.goMDsmallbiz.maryland.gov

Board of Public Works

2024 Meeting Documents

Doc Title
1/3/2024
1/17/2024
1/31/2024
2/14/2024
2/28/2024
3/13/2024
4/3/2024
4/17/2024
5/1/2024
5/15/2024
6/5/2024
7/3/2024
7/17/2024
8/7/2024
8/28/2024
9/11/2024
10/2/2024

Board of Public Works Meeting Documents

- Board of Public Works Meeting Documents consist of:
- **Agenda** - Collection of all Items presented to the Board
 - **Summary** - Synopsis of all Items presented to the Board
 - **Audio Recording** - Voice recording of the Board meeting
 - **Transcript** - Written recording of the Board meeting
 - **Minutes (historic files)** - Collection of all Items presented to the Board with notes/summary of actions during the meeting incorporated within.

Before a meeting, the Agenda is posted - generally ten days in advance. The Summary is posted a few days later. After posting, these two documents may be updated to reflect revised, supplemental, and hand-carried Items.

After a meeting, the Agenda and Summary are updated with notations showing the Board's action on each Item. The Audio Recording and the Transcript are added when available.

Note: Our historic files do not contain the full collection of e-documents. You will find:

- Present-Day - 2010: Agenda, Summary, Audio Recording, Transcript
- 2011 - 1995: Agenda, Summary, Transcript
- 1994 - 1971: Agenda, Transcript
- 1971 - 1904: Minutes



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
October 2, 2024



Contact: Christa Speicher 410-764-3492
christa.speicher@maryland.gov

7-S. **SERVICES CONTRACT**
Health Services Cost Review Commission

Contract ID: Value Based Program Design; HSCRC-23-0296
ADPICS No.: M00B5600325

Contract Description: Assist in researching, designing, and refining methodologies to define and measure care transformation programs with a focus on episode-based models, which include literature reviews, program design, episode development, and technical expert panels.

Award: ABT Global LLC; Rockville, MD

Contract Term: 11/01/2024 - 10/31/2027

Amount: \$2,053,144

Procurement Method: Competitive Sealed Proposals

Proposals:

Offerors	Technical Rankings	Financial Offers (Rankings)	Overall Rankings
ABT Global LLC, Rockville, MD	1	\$2,053,144.00 (2)	1
Mathematica, Inc., Washington, DC	3	\$1,685,024.49 (1)	2
ATI Advisory, Washington, DC	2	\$2,599,904.00 (3)	3

*Technical rankings were weighted greater than financial rankings

MBE/VSBE Participation: 10% / 3%

Performance Security: No

Hiring Agreement Eligible: Yes

Incumbent: Same



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
October 2, 2024



7-S. **SERVICES CONTRACT** (cont'd)

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on eMaryland Marketplace Advantage (eMMA) on May 15, 2024. A total of 15 potential vendors were directly solicited. Seven proposals were received and three were determined to be reasonably susceptible of being selected for award. Four were deemed not reasonably susceptible of being selected for award because they did not meet the minimum score. They lacked experience and expertise regarding HSCRC, the Total Cost of Care (TCOC) model and global budgets. Additionally, they had limited relevant experience with Centers for Medicare and Medicaid Services (CMS) value-based programs and Medicare value-based models. The recommended offeror ABT Global LLC was determined to be most advantageous to the State as its proposal was both ranked highest technically and was ranked highest overall.

In evaluating the offeror's proposal related to the economic benefit to the State, consideration was given to awarding this contract to the firm that will have the most direct and indirect benefits to the State of Maryland's economy. The awardees headquarters is in Rockville, MD. They will subcontract with a small business located in Columbia, and a Service-Disabled Veteran-Owned small business located in Rockville. The awardee and all its subcontractors will purchase supplies, equipment, and services in Maryland.



Read the September edition of our Small Biz Bulletin!

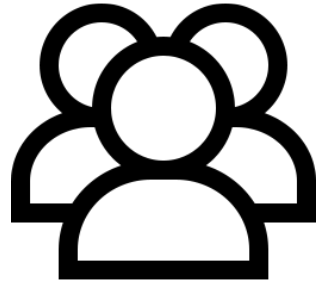
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons

the procurement process.



TOP WEBSITE PICKS

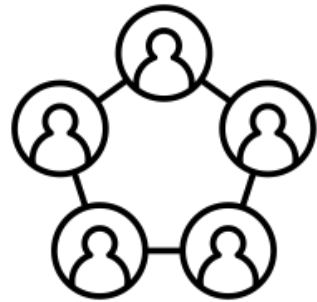
- State of Maryland Disparity Study
- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report



MBE/VSBE/SBR Liaisons



Positioned at all participating purchasing units; implements socioeconomic programs.



Member of the Procurement Review Group which evaluates contracts for socioeconomic goals



Reports MBE, VSBE, & SBR performance to the Governor's Office of Small, Minority & Women Business Affairs.



Conducts and participates in outreach programs to promote opportunities.



Advocates for certified firms if a problem arises when performing on a contract.

Agency Liaisons

1. Entry point with an agency
2. Primary contact
3. Small Procurements under \$15,000

1. Liaisons are listed by Program (SBR, MBE, & VSBE)
2. Alphabetical order by Agency
3. Contact information

www.goMDsmallbiz.maryland.gov

State of Maryland MBE Liaison Directory

Reporting Agency	MBE Liaison Name/Contact Info	Address
AGING	Christopher Nehmer christopher.nehmer@maryland.gov 410 767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
AGRICULTURE	Colleen Robinson colleen.robinson@maryland.gov 410-841-5917	50 Harry S. Truman Parkway, Room 320 Annapolis, MD 21401
ARCHIVES	Teresa Fawley teresa.fawley@maryland.gov 410-260-6405	350 Rowe Boulevard Annapolis, MD 21401
ASSESSMENTS & TAXATION	Tara L. Gray tara.gray@maryland.gov 410-767-1194	301 W Preston Street #808 Baltimore, MD 21201
ATTORNEY GENERAL'S OFFICE	Janice Clark jclark@oag.state.md.us 410-573-7033	200 St. Paul Place, 17th Floor Baltimore, MD 21202-2021
BALTIMORE CITY COMMUNITY COLLEGE	Anna Lansaw ALansaw@bcc.edu 410-209-2378	2901 Liberty Heights Avenue Baltimore, MD 21215
BOWIE STATE UNIVERSITY	Steven Jost sjost@bowiestate.edu 301-860-4212	41000 Jericho Park Road Bowie, MD 20715
BUDGET & MANAGEMENT	Thomas McLamore thomas.mclamore@maryland.gov 410-260-7663	45 Calvert Street, 1st Floor Annapolis, MD 21401-1907
CANAL PLACE PRESERVATION	Nicole Gray Nicole.gray@maryland.gov 301-742-3655	13 Canal Street, Room 301 Cumberland, MD 21502
COMMERCE	Tonya Wigfall tonya.wigfall@maryland.gov 410-767-6869	World Trade Center 410 East Pratt Street, 15th Floor Baltimore, MD 21202
COMMISSION ON CIVIL RIGHTS	VACANT	6 Saint Paul Street, Suite 900 Baltimore, MD 21202-1631
COMPTROLLER	Laura Cutierrez lgutierrez@marylandtaxes.gov 667-262-0535	Louis L. Goldstein Treasury Building Post Office Box 466 Annapolis, MD 21404-0466
COPPIN STATE UNIVERSITY	Thomas Dawson thdawson@coppin.edu 410-951-3790	2500 West North Avenue Research Building, 2nd Floor Baltimore, MD 21206

HELPFUL TIPS





DATA MINING TIPS

1. Product & Service Codes

2. Terminology Used (Keywords)

3. Terms of the Contracts (1 year, 3, years, 5 years...)

4. Identify Agencies

5. Types of Contracts (Bids and/or Proposals)

6. Contract Amounts

7. Prime Contractors

8. Pricing Levels

9. Procurement Officers

10. Socioeconomic Programs



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Upcoming

Thursday
December 5, 2024

9:30 a.m.

[Doing Business with Maryland](#)
[Department of Transportation](#)
[\(MDOT\)](#)

hosted by
Maryland Port Authority

Friday
December 6, 2024

10:00 a.m.

[Small Biz](#)
[Resource Connections:](#)

MarylandSaves
Employer Retirement Program

Tuesday
December 10, 2024

10 a.m.

[Ready, Set, GROW!](#)
[Procurement Connections](#)
[Workshop](#)

@

Silver Spring Civic Center

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

- [Public Data Mining Strategies](#)
- [T.I.P.S. Small Business Webinar Series
\(Training & Insights for Procurement
Success\)](#)
- [Ready, Set, GROW! Procurement
Connections Workshops](#)
- [Resources](#)
- [Events](#)

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Eduardo D. Hayden
Small Business Outreach Manager
eduardo.hayden@maryland.gov

Thank You!

<https://gomdsmallbiz.maryland.gov>