

10TH ANNUAL
GOVERNOR'S
**SMALL BUSINESS
OUTREACH
SUMMIT**



MD's Champion for Smart Procurement

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GOVERNMENT CONTRACTING

While offering tons of opportunity, it's important to know the various layers in the broad term "government contracting"

- ✓ Federal Government
- ✓ State Government
- ✓ County Governments
- ✓ Municipal Governments

FUTURE OPPORTUNITIES

- ✓ Legislative Branch
- ✓ Executive Branch
- ✓ Judicial Branch



[12] Governor's Coordinating Offices
[19] Executive Departments
[59] Independent Agencies

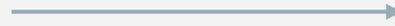
DOES THE STATE ACTUALLY BUY?

The State doesn't buy.
Organizations **within** state government do.



[12] Governor's Coordinating Offices
[19] Executive Departments
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OFFICE OF STATE PROCUREMENT



- ✓ A&E
- ✓ Construction
- ✓ Facilities Maintenance
- ✓ Information Technology
- ✓ Services
- ✓ Commodities & Supplies
- ✓ Purchase & Lease of:
- ✓ Equipment
- ✓ Motor Vehicles
- ✓ Real Property

FACTORS TO CONSIDER

NEED:

Organizations purchase the products and services they need to fulfill their mission. Needs differ depending on the organization.

KEY PLAYERS:

Both internal and external stakeholders. Who are the buyers? Who are the key businesses operating in this space?

PRIME & SUBCONTRACTORS

Prime Contractor	Subcontractor
Contract with the State Organization	Contract with the Prime Contractor
Responds to requests from State Organization	Builds relationships with or responds to requests from Prime Contractors
Follows State regulations and procedures for contracting	Follows Prime Contractor rules and processes

SOCIOECONOMIC PROGRAMS

**Small Business
Reserve**

**Minority
Business
Enterprise**

**Veteran-Owned
Small Business
Enterprise**

subcontracting

MBE & VSBE PROGRAMS

Increase opportunities for certified minority-owned and/or veteran-owned businesses to participate on state contracts.

Subcontracting goals are placed on contracts and the prime contractor is required to utilize **certified firms** to satisfy the established goal.

FY 2024 PROGRAM PERFORMANCE



↑ **41%**

Percent Increase in
Certified Vendors

↑ **\$23M**

Payments

↑ **2%**

Goal Attainment

↑ **104**

Vendors Participating

↑ **\$124M**

Awards



↑ **29%**

Percent Increase in
Certified Vendors

↑ **\$483M**

Payments

↑ **10%**

Payment Attainment

↑ **2,400**

Vendors Participating

↑ **To be included
in FY25**

Awards



↑ **5%**

Percent Increase in
Certified Vendors

↑ **\$1.6B**

Payments

↑ **22%**

Goal Attainment

↑ **1724**

Vendors Participating

↑ **\$2.2B**

Awards

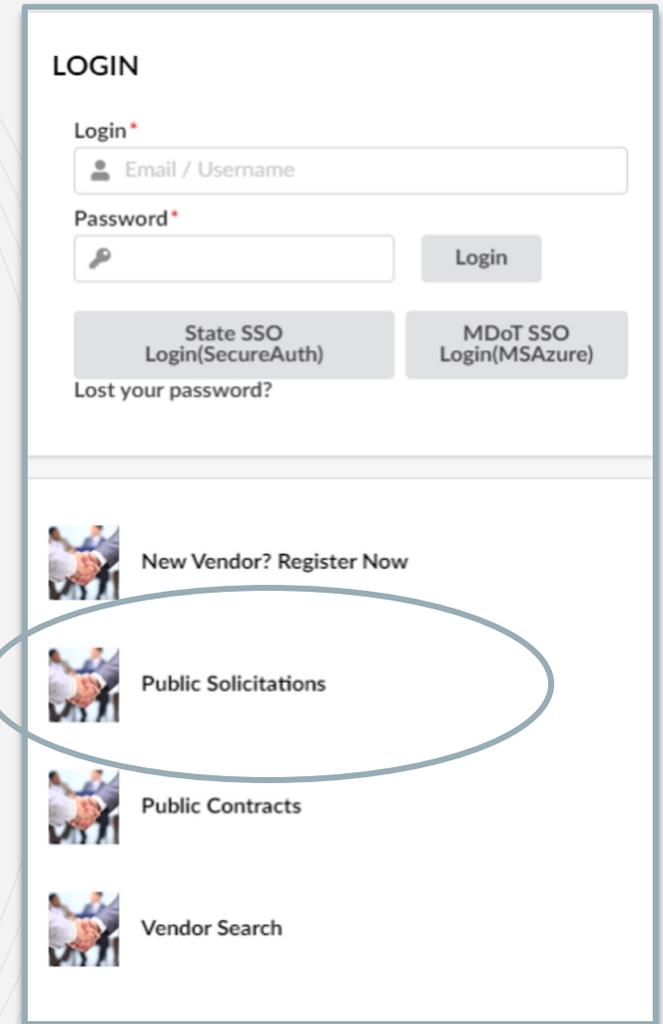
Provided by the Governor's Office of
Small, Minority, and Women Business
Affairs

ADVERTISED IN eMMA



The State of Maryland's internet-based eProcurement tool that facilitates an open and transparent procurement process.

Directly from the homepage!



LOGIN

Login*

Password*

[Lost your password?](#)

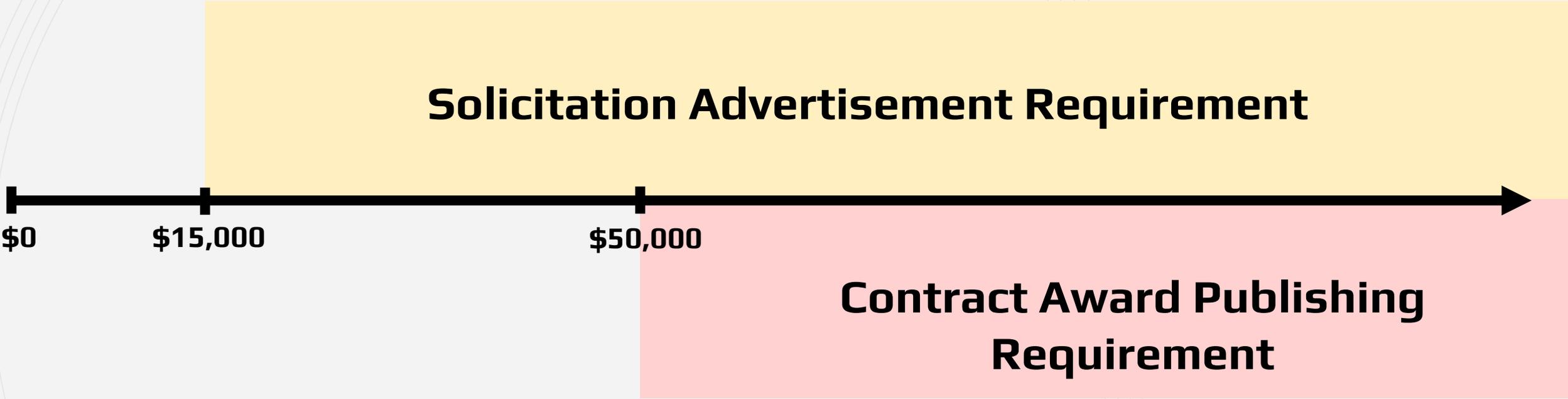
 [New Vendor? Register Now](#)

 [Public Solicitations](#)

 [Public Contracts](#)

 [Vendor Search](#)

POSTING REQUIREMENTS



Solicitation Advertisement Requirement

Contract Award Publishing Requirement

\$0

\$15,000

\$50,000

eMMA TOOLS & RESOURCES

Find webinars, trainings, quick reference guides, tools, and resources regarding the eMMA platform by visiting us online:

procurement.maryland.gov/vendor-training-and-resources

RESEARCHING OPPORTUNITIES

GoMDSmallBiz.Maryland.gov



The screenshot shows the website's navigation menu with the following items: HOME, MBE PROGRAM, MBE OMBUDSMAN, SBR PROGRAM, VSBE PROGRAM, RESOURCES, and FORECAST. The 'FORECAST' link is circled in blue. The website header includes the Maryland.gov logo, a search bar, and links for 'Maryland State Jobs' and 'Translate'. The main banner features the text 'GOVERNOR'S OFFICE OF Small, Minority & Women Business Affairs'. A 'Give Feedback' button is visible on the right side of the page.

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

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- Legislation and Policy
- Outreach

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

T.I.P.S.
SMALL BUSINESS
WEBINAR SERIES

NEW Program Seals

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

MINORITY BUSINESS ENTERPRISE
MBE

RESEARCHING OPPORTUNITIES

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

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.

<input type="text" value="Search - Description"/>	Search	Export To Excel
<input type="text" value="Search by Agency"/>		Reset All Filters
<input type="text" value="Search by Procurement Categories"/>	<input type="text" value="Search by Region"/>	
<input type="text" value="Search by Contract Value"/>	<input type="text" value="Search by Projected Advertisement Dates"/>	

OPPORTUNITIES

OPPORTUNITIES

OPPORTUNITIES

Operating Maintenance Project Opportunities

Typical Construction Projects \$15,000 to \$200,000

- ◆ Replace sump pump systems
- ◆ Refinish floors
- ◆ Replace heating system
- ◆ Replace exterior doors
- ◆ Resurface roads and parking lots
- ◆ Elevator Maintenance Service
- ◆ Removal and replacement of bridges
- ◆ Remove/replace existing tower lighting
- ◆ ADA Shower Restorations
- ◆ Replace existing HVAC split system units
- ◆ Repair/replace perimeter fence
- ◆ Installation of ductless split units
- ◆ Office interior renovations
- ◆ Seal exterior roofline
- ◆ Wrap exterior trim
- ◆ Testing, adjusting, balancing (TAB) analysis
- ◆ Install fire alarm systems
- ◆ Replace stairs
- ◆ Small roof projects
- ◆ Paint exterior lintels & trim
- ◆ Repair cracks and tuck point brickwork
- ◆ Repair windows
- ◆ Replace windows & doors
- ◆ Restore exterior masonry
- ◆ Sprinkler system maintenance

Facility Renewal Project Opportunities

Construction Projects \$200,000 to \$5 Million

AGENCY FACILITY		BUILDING	PROJECT TITLE
CHVH	CHARLOTTE HALL VETERANS HOME	MAIN BUILDING	MODERNIZE ELEVATORS TO CODE IN MAIN BUILDING.
CHVH	CHARLOTTE HALL VETERANS HOME	MAINTENANCE BLDG.	ELEVATOR RENOVATION @ D-WING
CPP	CANAL PLACE PRESERVATION	CANAL PLACE	REPAIR MASONRY FACADE, DORMERS & SLATE ROOFING.
DEAF	MARYLAND SCHOOL FOR THE DEAF - FREDERICK	LIBRARY	REM SLATE SHINGLES/REPL W/COMPOSITE RUBBER-BJORLEE
DGS	ANNAPOLIS PUBLIC BUILDING AND GROUNDS	ANNAP.DISTRICT COURT	REPLACE OR UPGRADE FIVE HYDRAULIC ELEVATORS.
DGS	ANNAPOLIS PUBLIC BUILDING AND GROUNDS	ARCHIVES	REPLACE HALON FIRE SUPPRESSION SYSTEM
DGS	ANNAPOLIS PUBLIC BUILDING AND GROUNDS	ARCHIVES	UPGRADE FIRE ALARM SYSTEM.
DGS	ANNAPOLIS PUBLIC BUILDING AND GROUNDS	ATTMAN-GLAZER	REPLACE ALL SIDEWALKS AROUND PERIMETER OF BLDG.
DGS	ANNAPOLIS PUBLIC BUILDING AND GROUNDS	GOLDSTEIN TREAS. BLD	REPAIR/REPLACE BRICKS IN SIDEWALK.
DGS	ELKTON DIST. CT./MSC	DISTRICT	REPLACE FIRE ALARM PANEL & RELATED EQUIPMENT
DGS	ELKTON DIST. CT./MSC	DISTRICT	REPLACE THREE ELEVATORS.
DGS	ELLICOTT CITY DIST. CT./MSC	DISTRICT COURT	REPLACE 2 ELEVATORS & 1 CHAIR LIFT.
DGS	ELLICOTT CITY DIST. CT./MSC	DISTRICT COURT	REPLACE ROOF W/TPO
DGS	GEORGE M. TAYLOR DIST. CT./MSC	DISTRICT COURT	REPLACE 4 HYDRAULIC ELEVATORS.
DGS	HAGERSTOWN DIST CT/MSC	HAGERSTOWN DIST CT	REPLACE THE EXISTING 4 ELEVATORS.
DGS	RECORDS CENTER & CENTRAL WAREHOUSE	MCE OFFICE CENTER	REPLACE ROOF ON MCE OFFICE CENTER.
DGS	ROCKVILLE DISTRICT COURT/MSC	ROCKVILLE DC/MSC	REPL SURVEILLANCE SYSTEM & ELECTRONIC CARD ACCESS
DGS	SALISBURY DIST. CT./MSC	SALISBURY MSC/DST CT	WATERPROOF ELECTRIC & BOILER ROOM WALL.
DGS	TOWSON MULTI SERVICE CENTER/DISTRICT CT	TOWSON MSC/DC	REPLACE EXISTING 3 ELEVATORS
DPSC	BALTIMORE CITY CORRECTIONAL CENTER	CORRECTIONAL CENTER	REPLACE LOCK CYLINDERS & KEYS IN HOUSING AREA.

Facility Renewal Project Opportunities

Construction Projects \$200,000 to \$5 Million

AGENCY FACILITY		BUILDING	PROJECT TITLE
DPSC	BALTIMORE CITY CORRECTIONAL CENTER	CORRECTIONAL CENTER	REPLACE TWO ELEVATORS.
DPSC	CENTRAL BOOKING & INTAKE CENTER	MAIN BUILDING	PLC DOOR OPERATION & CONTROLS.
DPSC	EASTERN CORRECTIONAL INSTITUTION	FACILITY WIDE	REPLACE FIRE EXIT DOORS IN HU'S 1-8.
DPSC	EASTERN CORRECTIONAL INSTITUTION	H.U. I	INSTALL 96 FEED UP SLOTS.
DPSC	JESSUP CORRECTIONAL INSTITUTE (MD HOC)	FACILITY WIDE	REPL DEFECTIVE GEAR BOXES & SHEAR PINS IN WINDOWS.
DPSC	MARYLAND CORRECTIONAL - JESSUP	Site	REPLACE APPROX. 1100 LF STEAM & CONDENSATE LINE
DPSC	MD CORRECTIONAL INST. FOR WOMEN	HIT TRAILER	UPGRADE AGING SECURITY SYSTEM.
DPSC	MD CORRECTIONAL INST. FOR WOMEN	INDUSTRIAL BUILDING	UPGRADE AGING CONTROLS FOR THE BLDG.
DPSC	MD CORRECTIONAL INSTITUTE HAGERSTOWN	METAL SHOP #1	REPLACE ROOF @ MCE METAL 1
DPSC	PATUXENT INSTITUTION	DEFECTIVE DELIQUENT	REPLACE CHILLER W/NEW 105 TON CHILLER & ACCESSOR.
DPSC	PATUXENT INSTITUTION	DEFECTIVE DELIQUENT	REPLACE FIRE ALARM SYSTEM IN B WING.
DPSC	PATUXENT INSTITUTION	SITE	REPAIR PERIMETER SECURITY FENCE.
DPSC	PATUXENT INSTITUTION	WOMEN'S FACILITY	INSTALL 4 LOWER PRESSURE BOILERS IN PIW MACHINE RM
HSMC	HISTORIC ST. MARY'S CITY COMM.	PUBLIC RELATIONS BLD	REPAIR BASEMENT WALL IN PUBLIC RELATIONS.
MDH	DEER'S HEAD CENTER	MAIN HOSPITAL	RENOVATE RESIDENT/PATIENT SHOWER/TUB ROOMS.
MDH	DEER'S HEAD CENTER	MAIN HOSPITAL	REPL FIRE ALARM SYSTEM, PANELS & INSTL NEW PANEL.
MDH	DEER'S HEAD CENTER		RENOVATE RECEPTION ENTRANCE.
MDH	POTOMAC CENTER	FACILITY WIDE	REPL/UPGRADE LIFE SAFETY SYSTEMS & SECURITY.
MDH	SPRING GROVE HOSPITAL CENTER	FACILITY WIDE	UPGRADE FIRE ALARM @ MPRC,GARETT,COTTAGES C & G
MDH	SPRINGFIELD HOSPITAL CENTER	HITCHMAN BUILDING	ROOF REPLACEMENT ON HITCHMAN.

Facility Renewal Project Opportunities

Construction Projects \$200,000 to \$5 Million

AGENCY	FACILITY	BUILDING	PROJECT TITLE
MDH	SPRINGFIELD HOSPITAL CENTER	SALOMON BUILDING	ROOF REPLACEMENT ON SALOMON BLDG.
MDH	THOMAS B. FINAN CENTER	ADMINISTRATION BLDG.	ELECTRIC FEED UPGRADE
MDH	THOMAS B. FINAN CENTER	FACILITY WIDE	REPL ROOF SOFFIT/FASCIA @ ALL BLDGS. REPAIR WALLS.
MDH	THOMAS B. FINAN CENTER	SITE	REPLACE 50,000 GALLON 100' WATER TOWER
MMD	CAMP FRETTERD MILITARY RESERVATION	CAMP FRETTERD ARMORY	REPLACE ROOF ON AMORY BLDG 114.
MMD	CAMP FRETTERD MILITARY RESERVATION	MG SMITH HALL	REGRADE & WATERPROOF BASEMENT OF MG SMITH HALL.
MMD	NATIONAL GUARD ARMORIES	ANNAPOLIS ARMORY	REPLACE MULTIPLE RTU.
MMD	NATIONAL GUARD ARMORIES	CHELTENHAM ARMORY	REPLACE/REDESIGN RTU & FCU.
MMD	NATIONAL GUARD ARMORIES	FIFTH REGIMENT ARMOR	IDENTIFY & REMEDIATE ASBESTOS CONTAINING MATERIALS
MSDE	STATE LIBRARY RESOURCE CENTER	LIBRARY FOR BLIND &	REPLACE TWO 24 YR OLD ELEVATORS.
MSP	MARYLAND STATE POLICE	BARRACK G	REPLACE ASPHALT ROOF ON BARRACK.
MSP	MARYLAND STATE POLICE	BARRACK O	REPLACE SECURITY SYSTEM
MSP	MARYLAND STATE POLICE	BARRACK W	REPL/UPGRADE EXTERIOR SHELL OF BARRACK & GARAGE.
MSP	MARYLAND STATE POLICE	GARAGE, WATERLOO	REPL ROOF INCLUDING ROOF HATCH

Commodities Opportunities

Next Six (6) Months

- Contract for Pickup Trucks (Types 5, 6, 7, & 8)
- Contract for Sport Utility Vehicles (Types 9 & 11)
- Contract for Ice Cream
- Contract for Meat and Poultry Products
- Contract for Vegetarian Foods
- Contract for Cookies, Crackers, and Snack Products
- Contract for Asphalt Mixes
- Contract for Agricultural Producers for the Local Food Exchange System
- Contract for Meals-Ready-To-Eat and Humanitarian Daily Rations
- Police Firearms
- O.E.M. Construction & Agricultural Equipment Parts
- Autonomous Surface Vehicle (USV)
- Econolite Traffic Control System Equipment

Facilities Maintenance Opportunities

Next Six (6) Months

- Janitorial Services – 3 Projects
- Lawn Care Maintenance
- Landscaping Services
- Sand, Sandbags, Sand Bag Filling Machine
- Trash Removal & Recycling Services
- Presort Mailing Services
- Traffic Signal Structures Contract
- Janitorial Services
- HVAC Maintenance, 50 Harry Truman Parkway, Annapolis
- Pesticide Mosquito Control
- Emergency Cots and Blankets.
- Striped Bass Tags
- Large Commercial Dishwasher Removal and Replacement
- Fire Safety and Extinguisher Maintenance
- Fish Feed
- Mobile Air Monitoring Shelters
- Quadrupole Time of Flight Mass Spectrometer
- Liquid Magnesium Chloride with Corrosion Inhibitor

IT and Professional Services Opportunities

Next Twelve (12) Months

- Commercial Off-the-Shelf Software (COTS)
- Desktop and Laptop
- Hardware and Associated Equipment and Services
- Statewide Language Interpretation Services



Open floor!