



November 1, 2013

The Honorable Nancy K. Kopp
Treasurer
Treasury Bldg, Room 109
80 Calvert St.
Annapolis, MD 21401-1991

**RE: Board of Public Works Advisory 2011-1
Designated Procurement Units Report**

Dear Treasurer Kopp:

Pursuant to the Board of Public Works (BPW) Advisory 2011-1, the Department of Human Resources (DHR), in consultation with designated procurement units in the Department of Budget & Management, Department of General Services, Department of Transportation, and the University Systems of Maryland (voluntary participant), is required to submit an annual report on or before November 1, 2013 on the results of the hiring agreement contract selection process for procurement contracts. The Board emphasizes that all procurements should be reviewed for hiring agreement status, including construction, maintenance, and services.

The State Fiscal Year SFY 2013 report covers the 4th quarter of SFY 2012 through the 3rd quarter of SFY 2013. During this time period, DHR processed 220 hiring agreement contracts held by 170 contractors. These contracts resulted in 1,009 total job placements. DHR has examined the retention rate, defined as individuals still employed in a subsequent quarter after initial job placement, for those placed through the hiring agreements. The retention data, provided by the Jacob France Institute at the University of Baltimore, indicated that 57.3 percent retained employment in the subsequent quarter for SFY 2013.

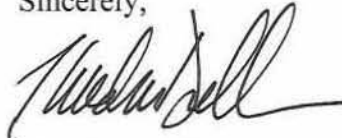
Placement rates for SFY 2013 were higher than SFY 2012. The 21.1 percent increase (833 to 1,009) in job placements from SFY 2012 to SFY 2013 is attributed to enhanced reporting and collaboration between contractors and our State Hiring Agreement Office. DHR devised an aggressive outreach strategy to engage and increase communication and collaboration with our largest contractors and other State Procurement Offices. As a result of these efforts, the State Hiring Agreement Office organized successful job fairs with two of DHR's largest contractors, Maximus and Xerox.

In addition to describing the types of contracts held (janitorial, nursing, clerical, etc.) and the scope of work for each customer (clerical customer services, in-home health aide services, building maintenance services, etc.), the attached report identifies job placements by population group, shown in the table below. The employers with the most number of hires were The Maryland Food Bank (390 placements), Jones Networking Associates LLC. (95 placements), Access Nursing Services of Maryland Inc. (57 placements), and ABM Janitorial Services Mid-Atlantic Inc. (44 placements). The highest concentrations of jobs were in the staffing, janitorial, nursing, and clerical sectors.

TCA recipients	273
Children of current TCA recipients age 14 and older	9
Former TCA recipients	602
Children of former TCA recipients age 14 and older	72
Child Support Obligor	46
Foster Care Youth 18-25 years of age	7
Total	1009

DHR will continue to work with the designated procurement units to ensure meeting all data reporting requirements specified in BPW's Advisory. If you require additional information, please have your staff contact Allyson Black, Executive Director, Office of Government, Corporate and Community Affairs, at (410) 767-7193. Thank you for your concern and commitment to providing and improving opportunities for our most vulnerable Marylanders.

Sincerely,



Theodore Dallas
Secretary

- c. Sheila McDonald
- Allyson Black
- Rosemary Malone
- Adolphe J Andou



November 1, 2013

The Honorable Martin O'Malley
Governor
State of Maryland Executive Department
100 State Circle
Annapolis, MD 21401

**RE: Board of Public Works Advisory 2011-1
Designated Procurement Units Report**

Dear Governor O'Malley:

Pursuant to the Board of Public Works (BPW) Advisory 2011-1, the Department of Human Resources (DHR), in consultation with designated procurement units in the Department of Budget & Management, Department of General Services, Department of Transportation, and the University Systems of Maryland (voluntary participant), is required to submit an annual report on or before November 1, 2013 on the results of the hiring agreement contract selection process for procurement contracts. The Board emphasizes that all procurements should be reviewed for hiring agreement status, including construction, maintenance, and services.

The State Fiscal Year SFY 2013 report covers the 4th quarter of SFY 2012 through the 3rd quarter of SFY 2013. During this time period, DHR processed 220 hiring agreement contracts held by 170 contractors. These contracts resulted in 1,009 total job placements. DHR has examined the retention rate, defined as individuals still employed in a subsequent quarter after initial job placement, for those placed through the hiring agreements. The retention data, provided by the Jacob France Institute at the University of Baltimore, indicated that 57.3 percent retained employment in the subsequent quarter for SFY 2013.

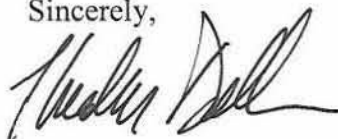
Placement rates for SFY 2013 were higher than SFY 2012. The 21.1 percent increase (833 to 1,009) in job placements from SFY 2012 to SFY 2013 is attributed to enhanced reporting and collaboration between contractors and our State Hiring Agreement Office. DHR devised an aggressive outreach strategy to engage and increase communication and collaboration with our largest contractors and other State Procurement Offices. As a result of these efforts, the State Hiring Agreement Office organized successful job fairs with two of DHR's largest contractors, Maximus and Xerox.

In addition to describing the types of contracts held (janitorial, nursing, clerical, etc.) and the scope of work for each customer (clerical customer services, in-home health aide services, building maintenance services, etc.), the attached report identifies job placements by population group, shown in the table below. The employers with the most number of hires were The Maryland Food Bank (390 placements), Jones Networking Associates LLC. (95 placements), Access Nursing Services of Maryland Inc. (57 placements), and ABM Janitorial Services Mid-Atlantic Inc. (44 placements). The highest concentrations of jobs were in the staffing, janitorial, nursing, and clerical sectors.

TCA recipients	273
Children of current TCA recipients age 14 and older	9
Former TCA recipients	602
Children of former TCA recipients age 14 and older	72
Child Support Obligor	46
Foster Care Youth 18-25 years of age	7
Total	1009

DHR will continue to work with the designated procurement units to ensure meeting all data reporting requirements specified in BPW's Advisory. If you require additional information, please have your staff contact Allyson Black, Executive Director, Office of Government, Corporate and Community Affairs, at (410) 767-7193. Thank you for your concern and commitment to providing and improving opportunities for our most vulnerable Marylanders.

Sincerely,



Theodore Dallas
Secretary

- c. Sheila McDonald
- Allyson Black
- Rosemary Malone
- Adolphe J Andou



November 1, 2013

The Honorable Peter Franchot
Comptroller of Maryland
Louis L. Goldstein Treasury Building
80 Calvert St., Room 121
Annapolis, MD 21404-0466

**RE: Board of Public Works Advisory 2011-1
Designated Procurement Units Report**

Dear Comptroller Franchot:

Pursuant to the Board of Public Works (BPW) Advisory 2011-1, the Department of Human Resources (DHR), in consultation with designated procurement units in the Department of Budget & Management, Department of General Services, Department of Transportation, and the University Systems of Maryland (voluntary participant), is required to submit an annual report on or before November 1, 2013 on the results of the hiring agreement contract selection process for procurement contracts. The Board emphasizes that all procurements should be reviewed for hiring agreement status, including construction, maintenance, and services.

The State Fiscal Year SFY 2013 report covers the 4th quarter of SFY 2012 through the 3rd quarter of SFY 2013. During this time period, DHR processed 220 hiring agreement contracts held by 170 contractors. These contracts resulted in 1,009 total job placements. DHR has examined the retention rate, defined as individuals still employed in a subsequent quarter after initial job placement, for those placed through the hiring agreements. The retention data, provided by the Jacob France Institute at the University of Baltimore, indicated that 57.3 percent retained employment in the subsequent quarter for SFY 2013.

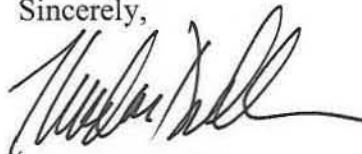
Placement rates for SFY 2013 were higher than SFY 2012. The 21.1 percent increase (833 to 1,009) in job placements from SFY 2012 to SFY 2013 is attributed to enhanced reporting and collaboration between contractors and our State Hiring Agreement Office. DHR devised an aggressive outreach strategy to engage and increase communication and collaboration with our largest contractors and other State Procurement Offices. As a result of these efforts, the State Hiring Agreement Office organized successful job fairs with two of DHR's largest contractors, Maximus and Xerox.

In addition to describing the types of contracts held (janitorial, nursing, clerical, etc.) and the scope of work for each customer (clerical customer services, in-home health aide services, building maintenance services, etc.), the attached report identifies job placements by population group, shown in the table below. The employers with the most number of hires were The Maryland Food Bank (390 placements), Jones Networking Associates LLC. (95 placements), Access Nursing Services of Maryland Inc. (57 placements), and ABM Janitorial Services Mid-Atlantic Inc. (44 placements). The highest concentrations of jobs were in the staffing, janitorial, nursing, and clerical sectors.

TCA recipients	273
Children of current TCA recipients age 14 and older	9
Former TCA recipients	602
Children of former TCA recipients age 14 and older	72
Child Support Obligor	46
Foster Care Youth 18-25 years of age	7
Total	1009

DHR will continue to work with the designated procurement units to ensure meeting all data reporting requirements specified in BPW's Advisory. If you require additional information, please have your staff contact Allyson Black, Executive Director, Office of Government, Corporate and Community Affairs, at (410) 767-7193. Thank you for your concern and commitment to providing and improving opportunities for our most vulnerable Marylanders.

Sincerely,



Theodore Dallas
Secretary

- c. Sheila McDonald
- Allyson Black
- Rosemary Malone
- Adolphe J Andou

Employment - Hired and Retained by State Contractors

Summary Table
Maryland, SFY 2013

Maryland, SFY 2013	Current TCA Recipients		Children of Current TCA Recipients		Former TCA Recipients		Children of Former TCA Recipients		Child Support Obligor		Foster Care Youth		Grand Total
	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	
Current Quarter													
April-June 2012	66	37	0	0	152	87	13	8	11	5	0	0	
July-September 2012	78	45	5	2	185	121	31	20	17	11	2	1	
October-December 2012	67	28	3	2	154	86	14	8	10	3	4	1	
January-March 2013	62	NA	1	NA	111	NA	14	NA	8	NA	1	NA	
# of Placement Total for Retention	211		8		491		58		38		6		812
Grand Total for SFY 2013	273	110	9	4	602	294	72	36	46	19	7	2	1009
Retention Total													465

Employment - Hired and Retained by Local Government

Summary Table
Maryland, SFY 2013

Maryland, SFY 2013	Current TCA Recipients		Children of Current TCA Recipients		Former TCA Recipients		Children of Former TCA Recipients		Child Support Obligor		Foster Care Youth		Grand Total
	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	# Placements in Current Quarter	# Retained in Subsequent Quarter	
Current Quarter													
April-June 2012	100	53	11	6	218	113	43	28	15	7	3	3	
July-September 2012	102	71	39	2	222	180	88	23	8	6	69	3	
October-December 2012	126	82	6	5	282	176	31	24	15	9	6	6	
January-March 2013	62	NA	13	NA	130	NA	28	NA	9	NA	5	NA	
# of Placement Total for Retention	328		56		722		162		38		78		1384
Total for SFY 2013	390	206	69	13	852	469	190	75	47	22	83	12	1631
Retention Total													797

Note: the unemployment insurance wage record data for April-June 2013 are not yet available.

