



## GOVERNOR'S COORDINATING OFFICES

COMMUNITY INITIATIVES • SERVICE & VOLUNTEERISM • PERFORMANCE IMPROVEMENT  
CRIME CONTROL & PREVENTION • SMALL, MINORITY & WOMEN BUSINESS AFFAIRS  
CHILDREN • DEAF & HARD OF HEARING

November 29, 2018

DELIVERED VIA EMAIL

The Honorable Larry Hogan  
Governor  
State House  
100 State Circle  
Annapolis, MD 21401

Sheila McDonald, Esq.  
Executive Secretary  
Maryland Board of Public Works  
80 Calvert Street, Room 117  
Annapolis, MD 21401

The Honorable Thomas V. "Mike" Miller, Jr.  
President  
Senate of Maryland  
State House, H-107  
Annapolis, MD 21401

The Honorable Michael E. Busch  
Speaker  
Maryland House of Delegates  
State House, H-101  
Annapolis, MD 21401

Re: 2018 SB414 Small Business Resources & Data Collection Workgroup<sup>1</sup>

Lady and Gentlemen:

My office is unable to meet reporting requirements for 2018's SB 414/ Chapter 455 Laws of Maryland. The reports, due on or before December 1, 2018, require collaboration with specified State entities to identify all State resources available to small businesses and development of a plan to coordinate resources and also, the convening of a workgroup to study and make recommendations regarding the collection of data by State agencies that may be used to assist small businesses in accessing State resources and bidding on State contracts. The coordination, collection and analysis of these resources as well as development of a coordination plan and workgroup recommendations, respectively, requires more time than allotted.

Our anticipated delivery date is on or before June 30, 2019.

Sincerely,

Jimmy Rhee  
Special Secretary  
Governor's Office of Small, Minority & Women Business Affairs

CC: Department of Legislative Services

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<sup>1</sup> Requiring the Governor's Office of Small, Minority, and Women Business Affairs to collaborate with certain State entities to identify all State resources available to small businesses and develop a plan to coordinate resources with the Office; requiring the Office to convene a workgroup to study and make recommendations regarding the collection of data by State agencies that may be used to assist small businesses in accessing State resources and bidding on State contracts; requiring a certain report from the Office by December 1, 2018; etc



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July 3, 2019

The Honorable Larry Hogan  
Governor  
State House  
100 State Circle  
Annapolis, MD 21401

The Honorable Thomas V. "Mike" Miller, Jr.  
President  
Senate of Maryland  
State House, H-107  
Annapolis, MD 21401

The Honorable Adrienne A. Jones  
Speaker  
Maryland House of Delegates  
State House, H-101  
Annapolis, MD 21401

Re: Report Required by State Government Article 2-1246 (MSAR #11539 & #11540)

Lady & Gentlemen:

It is my pleasure to submit the findings and recommendations of the Workgroup to Study the Coordination of Small Business Resources as legislated by SB414.

I commend the members of the workgroup for their commitment to this worthy project.

As required, five color copies are being provided to the Department of Legislative Services Library.

Sincerely,

Jimmy Rhee  
Special Secretary  
Governor's Office of Small, Minority & Women Business Affairs

cc: Department of Legislative Services Library



## **Workgroup to Study the Coordination of Small Business Resources**

July 2, 2019

Larry Hogan, *Governor*  
Boyd K. Rutherford, *Lt. Governor*

## MEMBERS

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

Chairman – Jimmy Rhee, Special Secretary

Pamela Gregory, Chief of Staff

Alison Tavik, Director of Communication & Outreach

Chantal Kai-Lewis, Legislative & Policy Advisor

### **Department of Assessments & Taxation**

Michael Higgs, Director

Corbett Webb, Associate Director

Jason Davidson, Director of Public Affairs

### **Department of Budget and Management**

John West, Director of Finance & Administration

### **Department of Commerce**

Kelly Schulz, Secretary

Julie Woepke, Executive Director - Maryland Economic Development Commission

Kisha Wiggins, Senior Portfolio Specialist

Rhonda Ray, Managing Director - Policy, Research & Government Affairs

Malachy Rice, Regulations Analyst

### **Department of General Services**

George Mitchell, Director - Office of Business Programs

### **Department of Housing & Community Development**

Matthew Heckles, Assistant Secretary

Roger Campos, Assistant Secretary

Diane Croghan, Chief of Staff

Marcie Castaneda, CORE Business & Community Development Manager

Todd Scott, Business Development Manager

### **Department of Labor, Licensing & Regulation**

Michael Pantelides, Executive Director

Janice Walker-Emeogo, Small Business Regulatory Assistance

Victor Clark, Program Manager

### **Department of Transportation**

R. Earl Lewis, Jr., Deputy Secretary for Policy, Planning & Enterprise Services

Tracie Watkins Rhodes, Director - Office of Small & Minority Business Policy





## EXECUTIVE SUMMARY

Chapter 455, Laws of 2018 (Senate Bill 414), created by the Maryland General Assembly, directed the Governor's Office of Small, Minority & Women Business Affairs (GOSBA) to convene a workgroup and produce a report to:

- (I) identify small business resources available from State agencies and develop a plan to coordinate those resources; and
- (II) gather stakeholders (both internal and external) to study and make recommendations regarding the collection of data by State agencies that may be used to assist small businesses in accessing State resources and bidding on State contracts.

The legislation called for the report to be submitted on December 1, 2018. Because the fiscal note providing for staff to administer the workgroup and prepare the report was not funded, GOSBA requested an extension until June 30, 2019.

### **Gathering Statewide Resources**

Senate Bill 414 specifically named the following agencies be included in the workgroup:

- Department of Budget and Management
- Department of Commerce
- Department of General Services
- Department of Transportation

Given their interaction with the small business community, the following agencies were also invited to participate:

- Department of Assessments and Taxation
- Department of Housing and Community Development
- Department of Labor, Licensing & Regulation

The group decided not to put parameters on the definition of “resource,” but rather to collect all types of resources, including those for nonprofit organizations that in turn assist small businesses.

GOSBA designed a work sheet for members to identify the name of the resource, a brief description, and the web address (if applicable). The shared platform available through Google Sheets was agreeably the best format for collecting the information. Accommodations were made for those who needed to submit via Excel.

In addition, members identified characteristics of each resource. The characteristics aligned with the categories already in use on the popular and award-winning Maryland Business Express website (managed by the Department of Assessments and Taxation). The resources on this site are categorized as Plan, Start, Manage, and Grow. We added categories for Capital, Training and Small Business Only. After collecting the initial round of responses, we added categories for Direct and Indirect, specifically for use when identifying funding resources.

The result from the first data collection was a robust listing of 88 individual resource items after the first collection date. Upon reviewing the submissions as a group, many members felt they could add more, and additional departments were identified as potential sources for even more resources. The listing of resources grew to 140 after the following agencies/departments were invited to submit resources:

- Agriculture
- Education
- Environment
- Environmental Services
- Governor’s Office of Grants
- Health Department
- Human Services
- Information Technology
- Insurance Administration
- Lottery & Gaming Commission
- Maryland Emergency Management Agency
- Maryland Stadium Authority
- Natural Resources
- Secretary of State
- State Police

See Exhibit A for the list of resources collected by the workgroup.

While this report represents a comprehensive review of State agency resources relevant to the small business community, we believe there are likely more resources to be added. We also acknowledge that changes are continually being made to existing programs, and thus the resource list requires ongoing maintenance.

As GOSBA was undertaking the workgroup's task, Commerce Secretary Kelly Schulz began developing the Commerce Subcabinet Small Business Workgroup. Her vision engages all State agencies working toward the delivery of the Hogan Administration's small business resources in a coordinated effort rather than promoting individual agency resources.

That workgroup has two core components: (1) resources; and (2) communications. Under the direction of Secretary Schulz, initiatives are underway as GOSBA collects resources as mandated by Senate Bill 414. A Regional Resources Workgroup has been formed to further assist the small business community.

### **Gathering Stakeholder Input**

The requirements called for GOSBA to engage a group of participants matching certain specific criteria (i.e., race, gender, organization membership) as well as ensure that those participants provided feedback on data that would be useful to their seeking contracts at specific agencies. GOSBA sought to first identify workgroup participants with a direct nexus to or interest in procurements at the agencies designated in the bill.

GOSBA produced an online survey, which was distributed via email on May 15, 2019 to 9,764 small, minority, women and veteran business owners and stakeholders in GOSBA's database. The survey was posted on GOSBA's website and shared on our social media platforms. Committee members were invited to post and tweet access to the survey as well.

The survey garnered 267 responses over the two week period it remained live. Nearly 67 percent of the respondents identified as Certified Minority Business Enterprises and 65 percent identified as certified vendors in Maryland's Small Business Reserve Program. This is indicative of the fact that the respondents overwhelmingly met the criteria of minority small business owners, which satisfied one of the workgroup participant requirements.

Secondly, nearly half of the respondents asserted that they had bid on contracts at the agencies designated within Part II of the legislation. This indicates that the respondents likely had direct knowledge of the data and resources that would be useful to their business in seeking contracts at these agencies. Therefore, all criteria for workgroup membership were satisfied.

Over 200 respondents provided feedback on the type of data they believe would assist them on bidding on state contracts. Comments covered a broad range of topics. Many of the comments verified the need for ongoing education around procurement practices.

See Exhibit B for survey results.

We were pleased to see that 188 of the respondents stated they would be willing to participate in a small group discussion to provide further feedback or recommendations on what resources/data the State can provide to better assist small, minority, women and veteran-owned businesses in

bidding on State contracts. This clearly indicates a strong interest in working collaboratively with the State to improve access to opportunities.



## **Workgroup to Study the Coordination of Small Business Resources**

### **RECOMMENDATIONS**

#### **Collection of Small Business Resources**

- While the workgroup's initial collection of resources from State agencies is robust, it is likely not complete. Additional efforts should be made to collaborate with more State agencies and departments.

#### **Shared Platform**

- State employees who interact with the small business community could enhance customer service if provided with access to a comprehensive list of statewide resources. A platform to share those resources should be created and maintained.

#### **Stakeholder Input**

- Conduct a live group discussion with small business owners and stakeholders to gain greater insights on the resources and data that would be most beneficial when bidding on state contracts.
- Draw participants from the survey respondents who self-identified as interested and willing to provide additional feedback.

#### **Next Steps**

- The efforts of this workgroup should continue beyond the mandated report. The Commerce Subcabinet Small Business Workgroup, which includes participation by BOSBA, is the logical place for this important work to continue.
- All members of the existing workgroup have consented to be members of the Commerce Subcabinet Small Business Workgroup.
- All efforts to assist the small business community should be consistent with Governor Hogan's commitment to improving the lives of all Marylanders, and where applicable, include tools to measure desired outcomes.

## Exhibit A

**State Agency Small Business Resources - SB414 Workgroup**

[illegible]



Governor's Office of Small, Minority & Women Business Affairs	Technical Training Classroom	Classes cover a broad range of topics designed to improve managerial efficiencies and gain an insightful understanding of the government contracting arena. Free. 4th Thursday of the month (except December)	<a href="https://goma.maryland.gov/Pages/Technical-Training-Classroom.aspx">https://goma.maryland.gov/Pages/Technical-Training-Classroom.aspx</a>			x	x		x				
Governor's Office of Small, Minority & Women Business Affairs	Events Calendar	Free and low cost event for small business being held around the state.	<a href="https://goma.maryland.gov/Pages/Events.aspx">https://goma.maryland.gov/Pages/Events.aspx</a>	x	x	x	x	x	x				
Department of Commerce	Military Personnel and Veteran-Owned Small Business Loan Program	No interest loans of up to \$50,000 for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/mpvsblp">http://commerce.maryland.gov/fund/programs-for-businesses/mpvsblp</a>	x	x	x	x	x	x				
Department of Commerce	Maryland Nonprofit Development Center Program and Fund-Nonprofit, Interest-Free, Micro Bridge Loan Account (NIMBL)	This interest-free, micro bridge loan program and fund supports the operations of nonprofit entities. Loans cannot exceed \$25,000 and must be used for operating expenses only.	<a href="http://commerce.maryland.gov/fund/maryland-nonprofit-development-center-program-fund-nonprofit-interest-free-micro-bridge-loan-account-(nimbl)">http://commerce.maryland.gov/fund/maryland-nonprofit-development-center-program-fund-nonprofit-interest-free-micro-bridge-loan-account-(nimbl)</a>			x	x						
Department of Commerce	Maryland Economic Adjustment Fund (MEAF)	Through grants and loans, MEAF assists small businesses with upgrading manufacturing operations, developing commercial applications for technology, or entering into and competing in new economic markets. Eligible businesses include manufacturers, wholesalers, service companies, and skilled trades.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/meaf">http://commerce.maryland.gov/fund/programs-for-businesses/meaf</a>			x	x	x					
Department of Commerce	Maryland Small Business Development Financing Authority (MSBDFA)	Assists small businesses unable to obtain adequate business financing on reasonable terms through normal financing channels. MSBDFA promotes the viability and expansion of businesses owned by economically and socially disadvantaged entrepreneurs; Bonds, Contract Finance, Investment Loans and Guarantees	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/msbdfa">http://commerce.maryland.gov/fund/programs-for-businesses/msbdfa</a>	x	x	x	x	x					
Department of Commerce	Partnership for Workforce Quality (PWQ)	Provides matching training grants targeted to improve the competitive position of small and mid-sized manufacturing and tech companies. Applicants should have a min. of ten full-time employees. At least 60% of available funds must be awarded to employers with 150 or fewer employees in the State.	<a href="http://commerce.maryland.gov/grow/partnership-for-workforce-quality-pwq">http://commerce.maryland.gov/grow/partnership-for-workforce-quality-pwq</a>	x			x		x				

Department of Commerce	Small, Minority and Women-Owned Business Account- Video Lottery Terminal Fund (VLT)	The VLT fund uses proceeds from video lottery terminals (slots) to assist small, minority, and women owned businesses located in targeted areas surrounding six Maryland casinos. Awards are disbursed by selected Fund Managers.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/vlt">http://commerce.maryland.gov/fund/programs-for-businesses/vlt</a>	x	x	x	x	x	x						
Department of Commerce	State Small Business Credit Initiative (SSBCI)	A component of the federal Small Business Jobs Act of 2010 that provides direct funding for state credit enhancement programs. These funds must target an average borrower size of 500 employees or less and loans averaging \$5 million.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/ssbci">http://commerce.maryland.gov/fund/programs-for-businesses/ssbci</a>		x	x	x								
Department of Commerce	Small Business Relief Tax Credit	Refundable tax credit available to small businesses that provide their employees with paid sick and safe leave.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/small-business-relief-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/small-business-relief-tax-credit</a>			x	x								
Department of Commerce	ExportMD Program	Helps to offset some of the costs of marketing internationally for Maryland's small and mid-sized companies, providing up to \$5,000 in reimbursement for expenses associated with an international marketing project.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/exportmd-program">http://commerce.maryland.gov/fund/programs-for-businesses/exportmd-program</a>			x	x								
Department of Commerce	ADVANCE Maryland	In partnership with the National Center for Economic Gardening, is a program for second-stage entrepreneurs that helps businesses address their unique challenges and identify new opportunities. Economic Gardening is a "grow from within" strategy targeting existing growth companies.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/exportmd-program">http://commerce.maryland.gov/fund/programs-for-businesses/exportmd-program</a>			x	x								
Department of Commerce	More Jobs for Marylanders - Manufacturing Tax Credit	Provides manufacturer tax incentives tied to job creation for a 10-year period, and encourages additional investment in new equipment through accelerated and bonus depreciation.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/more-jobs-for-marylanders">http://commerce.maryland.gov/fund/programs-for-businesses/more-jobs-for-marylanders</a>												
Department of Commerce	Creativity Grant- Arts Council	The purpose of the Creativity Grant Program is to strengthen the vitality and sustainability of artists and small organizations to maintain a strong and stable arts infrastructure in the State of Maryland. The Creativity Grant also provides opportunities to serve the growing needs of relevant arts projects and collaborations within Maryland communities.	<a href="https://www.msac.org/programs/creativity-grants">https://www.msac.org/programs/creativity-grants</a>				x								

Department of Commerce	Buy Maryland Cybersecurity (BMC) Tax Credit	The Buy Maryland Cybersecurity Tax Credit is designed to promote the cybersecurity industry in Maryland by helping small businesses purchase cybersecurity technologies and services from Maryland cybersecurity companies to protect business information. To be eligible for the tax credit a company must have fewer than 50 employees in Maryland and be required to file an income tax return in Maryland.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit</a>					x										
Department of Commerce	Biotechnology Investment Incentive Tax Credit (BIITC)	Provides an investor with income tax credits equal to 50% of an eligible investment in a Qualified Maryland Biotechnology Company (QMBC), supporting investment in seed and early stage biotech companies. Qualifying Companies must (1) has its headquarters and base of operations in Maryland; (2) has fewer than 50 employees; etc.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/bio-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/bio-tax-credit</a>					x										
Department of Commerce	Employer Security Clearances Costs Tax Credit	The ESCC Tax Credit provides income tax credits for expenses related to federal security clearance costs, construction of Sensitive Compartmented Information Facilities (SCIFs) and first-year leasing costs for small businesses doing security-based contract work.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/employer-security-clearance-costs-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/employer-security-clearance-costs-tax-credit</a>					x										
Department of Commerce	Job Creation Tax Credit	Businesses that create a minimum number of new full-time positions may be entitled to state income tax credits of up to \$3,000 per job or \$5,000 per job in a "revitalization area."	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/job-creation-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/job-creation-tax-credit</a>						x									
Department of Commerce	Maryland Industrial Development Financing Authority (MIDFA)	Encourages private sector investments with insurance, and the issuance of tax-exempt and taxable revenue bonds for projects located in Priority Funding Areas. Uses include land acquisition, building acquisition, construction costs and more.	<a href="http://commerce.maryland.gov/fund/programs-for-lending-institutions/midfa">http://commerce.maryland.gov/fund/programs-for-lending-institutions/midfa</a>		x													
Department of Commerce	Buy Maryland Cybersecurity (BMC) Tax Credit	Provides an incentive for qualified Maryland companies to purchase cybersecurity technologies and services from a qualified Maryland cybersecurity seller.To be eligible for the tax credit a company must have fewer than 50 employees in Maryland and be required to file an income tax return in Maryland etc.	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit</a>					x										
Department of Housing and Community Development	Community Legacy Program	The Community Legacy program provides local governments and community development organizations with funding for essential projects aimed at strengthening communities through activities such as business retention and attraction, encouraging homeownership and commercial revitalization.	<a href="http://dhcd.maryland.gov/Communities/Pages/pr ograms/CL.aspx">http://dhcd.maryland.gov/Communities/Pages/pr ograms/CL.aspx</a>	X	X			X	X	X							X	





Department of Labor, Licensing & Regulation	Maryland Occupational Safety & Health (MOSH) Consultation Services	MOSH Consultation is a free service of MOSH that provides safety consultation services to Maryland employers	<a href="http://www.dlir.state.md.us/labor/mosh/volc.shtml">http://www.dlir.state.md.us/labor/mosh/volc.shtml</a>	X	X	X								
Department of Labor, Licensing & Regulation	Labor Law posters	Labor law posters required to be posted by employers are available for downloading and printing free of charge	<a href="http://www.dlir.state.md.us/oeope/poster.shtml">http://www.dlir.state.md.us/oeope/poster.shtml</a>		X									
Department of Labor, Licensing & Regulation	Maryland Occupational Safety & Health (MOSH) Compliance assistance	MOSH offers free training seminars	<a href="https://www.dlir.state.md.us/DLIOutreach/web/content/MOSHHome.aspx">https://www.dlir.state.md.us/DLIOutreach/web/content/MOSHHome.aspx</a>							X				
Department of Labor, Licensing & Regulation	Maryland Occupational Safety & Health (MOSH) Compliance assistance	MOSH operates a library of free training resources to borrow, as well as publications available to employers and employees	<a href="https://www.dlir.state.md.us/DLIOutreach/web/content/Pubs.aspx">https://www.dlir.state.md.us/DLIOutreach/web/content/Pubs.aspx</a>							X				
Department of Labor, Licensing & Regulation	Maryland Occupational Safety & Health (MOSH) Compliance assistance	A list of all services offered by MOSH, including training, consultation, outreach, resources, etc.	<a href="http://www.dlir.state.md.us/labor/mosh/moshmission.shtml">http://www.dlir.state.md.us/labor/mosh/moshmission.shtml</a>							X				
Department of Labor, Licensing & Regulation	Racing	General information	<a href="http://www.dlir.state.md.us/racing/gsti.shtml">http://www.dlir.state.md.us/racing/gsti.shtml</a>			X								
Department of Labor, Licensing & Regulation	Regulations	Racing regulations	<a href="http://www.dsd.state.md.us/comar/SubtitleSearch.aspx?search=09.10.*">http://www.dsd.state.md.us/comar/SubtitleSearch.aspx?search=09.10.*</a>			X								

[illegible]



Department of Labor, Licensing & Regulation	EARN	EARN Maryland is a new state-funded, competitive workforce development grant program that is industry-led, regional in focus, and a proven strategy for helping businesses cultivate the skilled workforce they need to compete. It is flexible and innovative, designed to ensure that Maryland employers have the talent they need to compete and grow in an ever-changing 21st century economy.	<a href="http://www.dlir.state.md.us/earn/">http://www.dlir.state.md.us/earn/</a>																
Department of Labor, Licensing & Regulation	Tax Credits	The Work Opportunity Tax Credit (WOTC) is a Federal tax credit available to employers for hiring individuals from certain target groups who have consistently faced significant barriers to employment.	<a href="http://www.dlir.state.md.us/employment/wotc.shtml">http://www.dlir.state.md.us/employment/wotc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	A one-to-three year Maryland state tax credit available to employers in the designated Enterprise Zones who hire for newly created full-time jobs. A one-time credit for each new employee and a three-year credit for hiring an employee who is economically disadvantaged	<a href="http://www.dlir.state.md.us/employment/eztcc.shtml">http://www.dlir.state.md.us/employment/eztcc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	The Maryland Apprenticeship Tax Credit provides a State income tax credit to Registered Apprenticeship Sponsors or participating employers (Employer) which hire an eligible Registered Apprentice(s). The Employer may qualify for a \$1,000 tax credit for each eligible Registered Apprentice.	<a href="http://www.dlir.state.md.us/employment/appr/apprtaxcreditinfo.shtml">http://www.dlir.state.md.us/employment/appr/apprtaxcreditinfo.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	The Maryland Disability Employment Tax Credit (MDETC) is a Maryland State tax credit that allows employers to claim credit for employees with disabilities hired on or after December 31, 2014.	<a href="http://www.dlir.state.md.us/employment/mdetc.shtml">http://www.dlir.state.md.us/employment/mdetc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	Hire Our Veterans Tax Credit-This program provides a State income tax credit to small businesses for hiring qualified veterans based on wages paid to those veteran employees. A Maryland employer may qualify for an income tax credit equal to 30% of up to the first \$6,000 of wages paid to a qualified veteran employee during the first year of employment (i.e. a maximum of \$1,800 per qualified veteran employee).	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit</a>					X					X						

[illegible]

Department of Labor, Licensing & Regulation	EARN	EARN Maryland is a new state-funded, competitive workforce development grant program that is industry-led, regional in focus, and a proven strategy for helping businesses cultivate the skilled workforce they need to compete. It is flexible and innovative, designed to ensure that Maryland employers have the talent they need to compete and grow in an ever-changing 21st century economy.	<a href="http://www.dllr.state.md.us/earn/">http://www.dllr.state.md.us/earn/</a>																
Department of Labor, Licensing & Regulation	Tax Credits	The Work Opportunity Tax Credit (WOTC) is a Federal tax credit available to employers for hiring individuals from certain target groups who have consistently faced significant barriers to employment.	<a href="http://www.dllr.state.md.us/employment/wotc.shtml">http://www.dllr.state.md.us/employment/wotc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	A one-to-three year Maryland state tax credit available to employers in the designated Enterprise Zones who hire for newly created full-time jobs. A one-time credit for each new employee and a three-year credit for hiring an employee who is economically disadvantaged	<a href="http://www.dllr.state.md.us/employment/eztcc.shtml">http://www.dllr.state.md.us/employment/eztcc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	The Maryland Apprenticeship Tax Credit provides a State income tax credit to Registered Apprenticeship Sponsors or participating employers (Employer) which hire an eligible Registered Apprentice(s). The Employer may qualify for a \$1,000 tax credit for each eligible Registered Apprentice.	<a href="http://www.dllr.state.md.us/employment/appr/apprtaxcreditinfo.shtml">http://www.dllr.state.md.us/employment/appr/apprtaxcreditinfo.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	The Maryland Disability Employment Tax Credit (MDETC) is a Maryland State tax credit that allows employers to claim credit for employees with disabilities hired on or after December 31, 2014.	<a href="http://www.dllr.state.md.us/employment/mdetc.shtml">http://www.dllr.state.md.us/employment/mdetc.shtml</a>					X											
Department of Labor, Licensing & Regulation	Tax Credits	Hire Our Veterans Tax Credit-This program provides a State income tax credit to small businesses for hiring qualified veterans based on wages paid to those veteran employees. A Maryland employer may qualify for an income tax credit equal to 30% of up to the first \$6,000 of wages paid to a qualified veteran employee during the first year of employment (i.e. a maximum of \$1,800 per qualified veteran employee).	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit</a>					X			X								

Department of Labor, Licensing & Regulation	Tax Credits	Hire Our Veterans Tax Credit-This program provides a State income tax credit to small businesses for hiring qualified veterans based on wages paid to those veteran employees. A Maryland employer may qualify for an income tax credit equal to 30% of up to the first \$6,000 of wages paid to a qualified veteran employee during the first year of employment (i.e. a maximum of \$1,800 per qualified veteran employee).	<a href="http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit">http://commerce.maryland.gov/fund/programs-for-businesses/hire-our-veterans-tax-credit</a>					X						
Department of Labor, Licensing & Regulation	American Job Centers	Maryland American Job Centers provide a full range of assistance to job seekers and businesses (free of charge). The Centers are partnership of high-performing, results-oriented workforce organizations investing in employment and training strategies, services, and initiatives, helping job seekers and businesses succeed.	<a href="http://www.dlir.state.md.us/county/">http://www.dlir.state.md.us/county/</a>					X		X				
Department of Labor, Licensing & Regulation	American Job Centers- Title I Training	Workforce Innovation and Opportunity Act (WIOA) Title 1 programs: <input type="checkbox"/> Adult Program; <input type="checkbox"/> Dislocated Worker Program; and, <input type="checkbox"/> Youth Programs – Out of School Youth (OSY) and In School Youth (ISY) are workforce training program for eligible job seekers. This effort includes aligning federal investments in job training, integrating service delivery across programs, and ensuring that the workforce system is job-driven and matches employers with skilled individuals.	<a href="http://www.dlir.state.md.us/wdplan/">http://www.dlir.state.md.us/wdplan/</a>							X				
Department of Labor, Licensing & Regulation	Apprenticeship & Training	Registered apprenticeships are voluntary, industry-driven programs sponsored by employers, employer associations, and jointly by management and labor. Apprenticeships combine supervised, structured, on-the-job training and related technical instruction to teach apprentices the skills necessary to succeed in a specific occupation.	<a href="http://www.dlir.maryland.gov/employment/appr/approverview.shtml">http://www.dlir.maryland.gov/employment/appr/approverview.shtml</a>					X		X				
Department of Labor, Licensing & Regulation	Disability Services	The information on these pages is provided to ensure that businesses and job seekers with disabilities are aware of the services available through American Job Centers and other local and national employment resources.	<a href="http://www.dlir.maryland.gov/employment/disabilities.shtml">http://www.dlir.maryland.gov/employment/disabilities.shtml</a>					X						





[illegible]





State Department of Assessments and Taxation	File Annual Reports and Personal Property Tax Returns (transactional)	All businesses registered to do business in Maryland must file an Annual Report and some businesses must file a Personal Property Tax Return each year. These filings must be submitted to the Department each year by April 15. By using Maryland Business Express, business owners can submit current year filings as well as up to 10 years of past returns online.	<a href="https://egov.maryland.gov/BusinessExpress/#/">https://egov.maryland.gov/BusinessExpress/#/</a>			X								
State Department of Assessments and Taxation	Annual Report Extension Request System (transactional)	If business owners need more time to submit the Annual Reports and Personal Property Tax Returns by the required April 15 deadline, they may request a two month filing extension online.	<a href="http://pprextensions.dat.maryland.gov/">http://pprextensions.dat.maryland.gov/</a>			X								
State Department of Assessments and Taxation	Order Copies of Business Documents (informative)	This page on Maryland Business Express explains what kinds of business documents can be ordered and gives instructions on how to order them online, in person, or by mail.	<a href="https://businessexpress.maryland.gov/manage/order-business-documents">https://businessexpress.maryland.gov/manage/order-business-documents</a>			X								
State Department of Assessments and Taxation	Order Business Documents (transactional)	By using the Maryland Business Express online filing portal, business owners view and download business documents for free online. If they need a certified copy of a document such as a Certificate of Status, they can be ordered online as well.	<a href="https://egov.maryland.gov/BusinessExpress/">https://egov.maryland.gov/BusinessExpress/</a>											
State Department of Assessments and Taxation	How to Make Changes to Your Business (informative and transactional)	This page on Maryland Business Express provides information about and links to the various forms that business owners need to complete in order to revive, cancel, or make changes to an existing business.	<a href="https://businessexpress.maryland.gov/manage/make-changes-to-your-business">https://businessexpress.maryland.gov/manage/make-changes-to-your-business</a>			X								
State Department of Assessments and Taxation	Email Reminders from SDAT (informative)	SDAT recommends that all entrepreneurs and business owners sign up to receive timely reminders about filing important annual documents by the required deadline to ensure they remain in good standing status.	<a href="https://public.govdelivery.com/accounts/MDSDAT/subscriber/new?preferences=true">https://public.govdelivery.com/accounts/MDSDAT/subscriber/new?preferences=true</a>	X	X	X	X							
State Department of Assessments and Taxation	Business Personal Property Assessment Program	The Business Personal Property unit is responsible for the valuation of taxable personal property owned by business entities throughout the state.	<a href="https://dat.maryland.gov/businesses/Pages/Business-Personal-Property.aspx">https://dat.maryland.gov/businesses/Pages/Business-Personal-Property.aspx</a>			X								

State Department of Assessments and Taxation	Real Property Assessment Program	SDAT is responsible for reassessing all residential, commercial, industrial, and agricultural properties throughout Maryland once every three years. Real property assessments are mailed annually by January 1 and are conducted by assessors working at local assessment offices, which are located in all 23 counties and Baltimore City.	<a href="https://dat.maryland.gov/realproperty/Pages/default.aspx">https://dat.maryland.gov/realproperty/Pages/default.aspx</a>				X							
Maryland Department of Transportation - The Secretary's Office	MBE/DBE/ACDBE Application Assistance Workshops	guide applicants through the certification process, held the first Tuesday of every month (contact dmerritt@mdot.maryland.gov)	<a href="https://www.mdot.maryland.gov/aaw">https://www.mdot.maryland.gov/aaw</a>	X				X		X				
Maryland Department of Transportation - The Secretary's Office	SBE Certification Workshop and Contract Opportunities Information Session	guide applicants through the certification process and provide them with SBE designated contracting opportunities, held biannually (contact dmerritt@mdot.maryland.gov)	<a href="https://www.mdot.maryland.gov/aaw">https://www.mdot.maryland.gov/aaw</a>	X				X		X		X		
Maryland Department of Transportation - The Secretary's Office	Application Review Appointments	provide one-on-one reviews of certification applications for accuracy and completion before submission, appointments held every Tuesday, except the first Tuesday of the month (contact mbe@mdot.maryland.gov)	<a href="https://www.mdot.maryland.gov/certify">https://www.mdot.maryland.gov/certify</a>											
Maryland Transit Administration (MTA)	Mentoring	provide guidance/advice on how to do business with MTA, available upon request (mjohnson1@mta.maryland.gov)	<a href="mailto:mjohnson1@mta.maryland.gov">mjohnson1@mta.maryland.gov</a>	X			X	X						
Maryland Transit Administration (MTA)	Doing Business with MAA	network and meet with primes, MDOT MAA Procurement Officers, and OFP Compliance staff, held on a quarterly basis (contact lbudzynski@bwiairport.com)	<a href="mailto:lbudzynski@bwiairport.com">lbudzynski@bwiairport.com</a>					X	X	X				
Maryland Transit Administration (MTA)	MAA Vendor Portal	vendors receive MAA news, MBE/DBE/ACDBE Program training events, workshops, and business development training opportunities, find MBE/DBE/ACDBE partners, company profile available to MAA Contract Managers (contact maavendorportalhelp@bwiairport.com)	<a href="http://www.marylandaviation.com/content/doingbusinesswithmaa/mbeprogram/vendorportal.html">http://www.marylandaviation.com/content/doingbusinesswithmaa/mbeprogram/vendorportal.html</a>	X						X				





Motor Vehicle Administration (MVA)	Vehicle Dealer Services	offers trainings to those interested in obtaining vehicle dealers licenses, also has information on seminars, electronic registration and titling (more information at <a href="http://www.mva.maryland.gov/businesses/">http://www.mva.maryland.gov/businesses/</a> )	<a href="http://www.mva.maryland.gov/businesses/docs/Used-Vehicle-Dealer-Business-Licensing-Packet.pdf">http://www.mva.maryland.gov/businesses/docs/Used-Vehicle-Dealer-Business-Licensing-Packet.pdf</a>		X													
Department of Housing and Community Development	Community Legacy Program	The Community Legacy program provides local governments and community development organizations with funding for essential projects aimed at strengthening communities through activities such as business retention and attraction, encouraging homeownership and commercial revitalization.	<a href="http://dhcd.maryland.gov/Communities/Pages/programs/CL.aspx">http://dhcd.maryland.gov/Communities/Pages/programs/CL.aspx</a>															
Department of Housing and Community Development	Neighborhood BusinessWorks	The Neighborhood BusinessWorks program (NBW) provides a revitalization resource to help stimulate investment. The NBW loans provide flexible loan financing to Maryland-based small businesses (small business as defined by the U.S. Small Business Administration), and Nonprofit organizations whose activities contribute to a broader revitalization effort and whose projects are intended to promote investment in commercial districts or town centers. Loans up to \$5 million, refinances will be considered.	<a href="https://dhcd.maryland.gov/Business/Pages/NBW.aspx">https://dhcd.maryland.gov/Business/Pages/NBW.aspx</a>					X	X			X	X					
Department of Housing and Community Development	Microenterprise Loan Program	The Maryland Microenterprise Loan Program expands opportunities for microenterprise development, creates new opportunities for small business development and sustains local economies in Maryland communities. The Microenterprise Loan Program is designed to provide entrepreneurs with flexible financing for microenterprise start-ups and expansions within designated Sustainable Communities and Priority Funding Areas throughout the State. The Maryland Department of Housing and Community Development has established partnerships with community-based microlenders as Intermediaries that originate and administer microenterprise loans. Our local partners understand their local economy and can provide micro-entrepreneurs with easier access to training and technical assistance. This new public-private partnership will provide better access to capital for establishing and sustaining micro-businesses.	<a href="https://dhcd.maryland.gov/Business/Pages/microenterprise.aspx">https://dhcd.maryland.gov/Business/Pages/microenterprise.aspx</a>	X	X	X	X	X	X	X	X	X	X					
Department of Housing and Community Development	Low Income Housing Tax Credits	Tax Credits are awarded on a competitive basis to nonprofit and for-profit developers of eligible housing projects. Awards are based on the criteria outlined in the State's Qualified Allocation Plan (QAP). Projects financed with tax-exempt bonds may be eligible for Tax Credits outside of the competitive process. Project developers, or their investor partners claim the Tax Credit on their federal income tax return.	<a href="https://dhcd.maryland.gov/HousingDevelopment/Pages/lihtc/default.aspx">https://dhcd.maryland.gov/HousingDevelopment/Pages/lihtc/default.aspx</a>						X						X			
Department of Housing and Community Development	Multifamily Bond Program	The Multifamily Bond Program increases the construction and rehabilitation of multifamily rental housing for families with limited incomes. Tax-exempt bonds and notes provide construction and permanent financing and leverage federal Low-Income Housing Tax Credits.	<a href="https://dhcd.maryland.gov/HousingDevelopment/Pages/mbbp/default.aspx">https://dhcd.maryland.gov/HousingDevelopment/Pages/mbbp/default.aspx</a>						X						X			

Department of Housing and Community Development	Rental Housing Works	Rental Housing Works creates jobs and strengthens the Maryland economy by providing gap financing loans for the creation and preservation of affordable rental housing financed through the Maryland Department of Housing and Community Development's Multifamily Bond Program and Low Income Housing Tax Credit Program. The Rental Housing Works is subordinate gap financing to be used solely for projects financed using the Maryland Department of Housing and Community Development's Multifamily Bond Program and 4% Low Income Housing Tax Credits. Therefore, projects requesting Rental Housing Works funding must meet the requirements for both Multifamily Bond Program and Tax Credits. Standard Loan terms include: Loans will be provided with a 40 year term but will be due on sale, refinancing, any voluntary or involuntary transfer of the property or the occurrence of an event of default; 2% simple interest will be charged; and Payments to the department will be limited to 75% of annual cash flow.	<a href="https://dhcd.maryland.gov/HousingDevelopment/Pages/rhw/default.aspx">https://dhcd.maryland.gov/HousingDevelopment/Pages/rhw/default.aspx</a>						X				X		
Department of Housing and Community Development	Storefront Improvement Program (Baltimore City only)	Provides Community Development organizations with Workforce development contractors to enhance historic features and aesthetic appeal of commercial facades on a target block in their Community footprint.												X	
Department of Housing and Community Development	BeSmart Energy Efficiency Loan Program	theBeSMARTBusiness Energy Efficiency Loan is an energy efficiency loan program for small businesses in Maryland to update their buildings and equipment. By replacing and upgrading appliances, heating, ventilation and cooling systems, business owners can save on their utility bills.	<a href="https://dhcd.maryland.gov/Residents/Pages/besmart/default.aspx">https://dhcd.maryland.gov/Residents/Pages/besmart/default.aspx</a>						X				X		
Department of Housing and Community Development	Net Zero Loan Program	DHCD supports the construction of Net Zero residential buildings and the rehabilitation of Net Zero Ready residential buildings throughout Maryland with low interest construction loans to support advanced energy efficient design and technology and renewable energy resources	<a href="https://dhcd.maryland.gov/Pages/NetZero/default.aspx">https://dhcd.maryland.gov/Pages/NetZero/default.aspx</a>						X				X		
MARBIDCO	Maryland Resource-Based Industry Financing Fund (MR BIFF)	Low-interest loans to Ag/RBI-industry enterprises for the purchase of land and capital equipment for production and processing activities (including building construction).	<a href="http://marbidco.org/_pages/programs_loans/loan_programs_mrbiiff.htm">http://marbidco.org/_pages/programs_loans/loan_programs_mrbiiff.htm</a>						X						
MARBIDCO	Rural Business Equipment and Working Capital Loan Fund	Moderate-cost loans to Ag/RBI-industry firms and producers (including farmers) for working capital and equipment purchases.	<a href="http://marbidco.org/_pages/programs_loans/loan_programs_rbewc.htm">http://marbidco.org/_pages/programs_loans/loan_programs_rbewc.htm</a>						X						



MARBIDCO	Maryland Vineyard/Hops/Tree Fruit Planting Loan Fund	Moderate-interest loans to help meet the unique financing needs of Maryland's landowners wanting to plant fruit-bearing vines and trees.	<a href="http://marbidco.org/pages/programs_loans/loan_programs_mvplf.htm">http://marbidco.org/pages/programs_loans/loan_programs_mvplf.htm</a>						X						
MARBIDCO	Forestry Equipment and Working Capital Loan Fund	Moderate-interest loans to Maryland's forest products businesses with respect to working capital and equipment purchases.	<a href="http://marbidco.org/pages/programs_loans/loan_programs_fewc.htm">http://marbidco.org/pages/programs_loans/loan_programs_fewc.htm</a>						X						
MARBIDCO	Maryland Shellfish Aquaculture Financing Fund	Loan proceeds used to purchase shell, seed, spat or equipment (depending on the source of funds). Bottom culture and water column (cages or floats) projects are eligible.	<a href="http://marbidco.org/pages/programs_loans/loan_programs_msaf.htm">http://marbidco.org/pages/programs_loans/loan_programs_msaf.htm</a>						X						
MARBIDCO	Maryland Remote Setting Shellfish Aquaculture Loan Fund	Provides affordable financing to commercial watermen who want to start or expand shellfish remote setting (nursery) aquaculture operations	<a href="http://marbidco.org/pages/programs_loans/loan_programs_mrsa.htm">http://marbidco.org/pages/programs_loans/loan_programs_mrsa.htm</a>						X						
MARBIDCO	Rural Business Energy Efficiency Improvement Loan Fund	Low-interest loans for energy efficiency projects undertaken by food and fiber producers and processors implementing the recommendations of a third-party energy auditor.	<a href="http://marbidco.org/pages/programs_loans/loan_programs_rbeeil.htm">http://marbidco.org/pages/programs_loans/loan_programs_rbeeil.htm</a>						X						
MARBIDCO	Southern Maryland Agricultural Revolving Loan Fund	This program makes available subsidized low-cost loans for the purchase of livestock (including shellfish aquaculture), the production of small fruits, and upgrades for the safe growing, harvesting, packing and holding of produce in conformance with Good Agricultural Practices (GAP) and the Food Safety Modernization Act (FSMA). Under this program, only the activities of	<a href="http://marbidco.org/pages/programs_loans/loan_programs_smadc.htm">http://marbidco.org/pages/programs_loans/loan_programs_smadc.htm</a>						X						
TEDCO	Maryland Venture Funds	Early venture investments	<a href="https://www.tedcomd.com/funding/venture-fund">https://www.tedcomd.com/funding/venture-fund</a>						X						

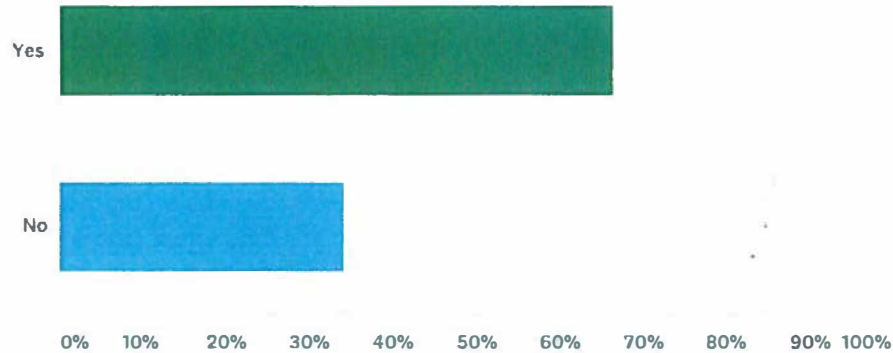
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TEDCO	Prelude Pitch	Company pitches to TEDCO staff and advisors for feedback and networking	<a href="https://www.tedcomd.com/gateway-services/entrepreneurial-resources/market-search">https://www.tedcomd.com/gateway-services/entrepreneurial-resources/market-search</a>			X	X							
TEDCO	Advisory Services	Various levels of advisory support for entrepreneurs.	<a href="https://www.tedcomd.com/gateway-services/advisory-services">https://www.tedcomd.com/gateway-services/advisory-services</a>		X	X	X							
TEDCO	Assessment Tool	On-line tool to determine a company's readiness for funding and a pathway of what needs to be done	<a href="https://www.tedcomd.com/assessment">https://www.tedcomd.com/assessment</a>	X										
TEDCO	On-line Educational Resources	On-line resources such as video tutorials, and links to information resources for entrepreneurs just starting their company	<a href="https://www.tedcomd.com/onlineresources">https://www.tedcomd.com/onlineresources</a>	X										
SOS	Trademarks/service marks	Application and classification charts to be used by a business to protect its logo, slogan/tag line or program name	<a href="https://sos.maryland.gov/Documents/TSMForm.pdf">https://sos.maryland.gov/Documents/TSMForm.pdf</a>				X							
Secretary of State	Non-Profit/charities	Registering a non-profit in the State of Maryland	<a href="https://sos.maryland.gov/Charity/Pages/default.aspx">https://sos.maryland.gov/Charity/Pages/default.aspx</a>	X	X	X	X	X	X					
Division of State Documents	COMAR and Maryland Register	Manuals required for certain trades	<a href="http://www.dsd.state.md.us/">http://www.dsd.state.md.us/</a>	X	X	X	X	X	X					

Secretary of State	Notary	Application, renewals, name & address changes	<a href="https://sos.maryland.gov/Notary/Pages/default.aspx">https://sos.maryland.gov/Notary/Pages/default.aspx</a>	X	X	X	X	X	X				
Secretary of State	International relations	Foster international exchange of information and resources	<a href="https://sos.maryland.gov/International/Pages/default.aspx">https://sos.maryland.gov/International/Pages/default.aspx</a>			X							
Governor's Grants Office	Grant Opportunities and Training for nonprofits	Resources, training, research, and guidance on all aspects of federal grants and federal funds.	<a href="https://grants.maryland.gov/Pages/home-page.aspx">https://grants.maryland.gov/Pages/home-page.aspx</a>			X			X				
MEMA (Maryland Emergency Management Agency)	Private Sector Integration Program	Business Preparedness Resources; Virtual Business Operation Center Access; Up-to-date Emergency Alerts; Access to Business Operations Center During Activations; Emergency Management Related topics for Businesses Training and Exercise Opportunities; Monthly Newsletter; Connection and Support to Maryland State Agencies on an at-need basis	<a href="https://mema.maryland.gov/community/Pages/PSIPWelcome.aspx">https://mema.maryland.gov/community/Pages/PSIPWelcome.aspx</a>	X	X	X	X	X	X		X		
Maryland Insurance Administration	Online resources for small business owners regarding insurance	Resources for small business owners regarding insurance matters	<a href="https://insurance.maryland.gov/Consumer/pages/BusinessesAndProfessionals.aspx">https://insurance.maryland.gov/Consumer/pages/BusinessesAndProfessionals.aspx</a>	X	X	X	X			X			
Secretary of State	Documents Certified for use outside of the US	Some documents (birth/death, marriage/divorce, police records, corporate good-standing certificates) submitted to this office are being used internationally for dual citizenship, certifying documents used in business or by international governments, transferring school records, funerals, power of attorneys, etc.	<a href="https://sos.maryland.gov/Certifications/Pages/default.aspx">https://sos.maryland.gov/Certifications/Pages/default.aspx</a>	X	X	X	X	X					
Department of Human Services	Public Assistance to Entrepreneurship	The Public Assistance to Entrepreneurship Program (PA2E) is a course consisting of 8 classes on starting a business for Maryland residents on public assistance. The primary goal is to provide entrepreneurship training for customers with ideas and talent, who are in pursuit of their entrepreneurial dreams of starting a small business while supporting their families. DHS partners with the Small Business Development Centers (SBDC) regionally across the state.	<a href="http://dhs.maryland.gov/workforce-development/public-assistance-entrepreneurship-pa2e/">http://dhs.maryland.gov/workforce-development/public-assistance-entrepreneurship-pa2e/</a>	X	X	X	X		X	X		X	

## Q1 Are you a Maryland Department of Transportation certified Minority Business Enterprise (MBE)?

Answered: 267 Skipped: 0

**ANSWER CHOICES**

Yes

No

Total Respondents: 267

**RESPONSES**

66.29%

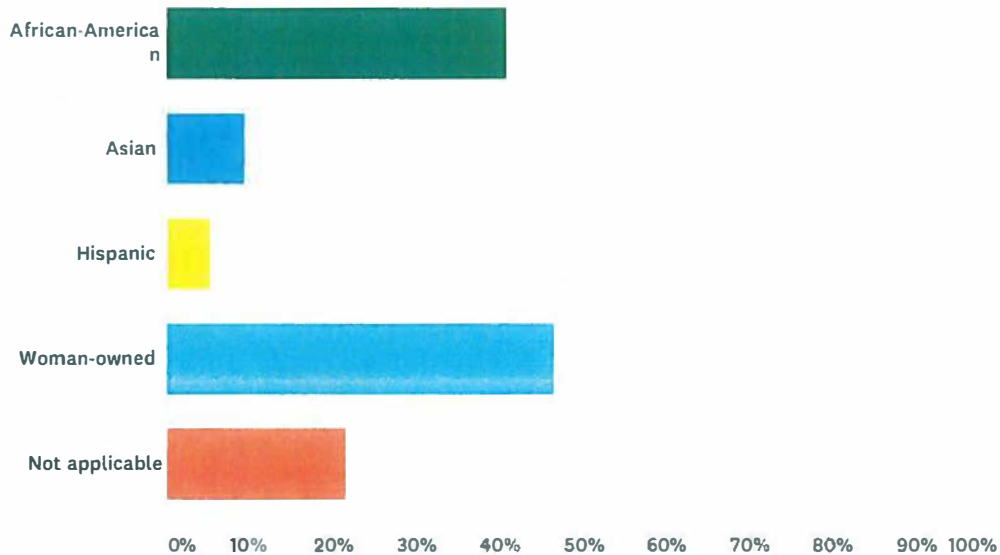
34.08%

177

91

## Q2 If you answered "Yes" to Question 1, please select your classification.

Answered: 245 Skipped: 22

**ANSWER CHOICES**

African-American

**RESPONSES**

40.82%

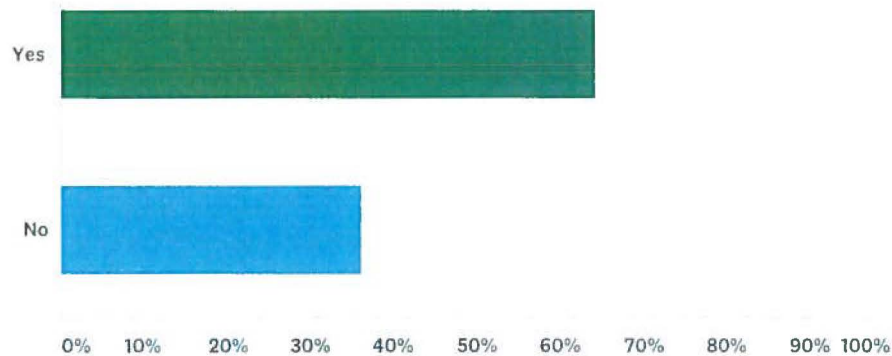
100



Asian	9.39%	23
Hispanic	5.31%	13
Woman-owned	46.53%	114
Not applicable	21.63%	53
Total Respondents: 245		

### Q3 Are you a certified vendor in Maryland's Small Business Reserve Program?

Answered: 265 Skipped: 2



#### ANSWER CHOICES

Yes

No

Total Respondents: 265

#### RESPONSES

64.15%

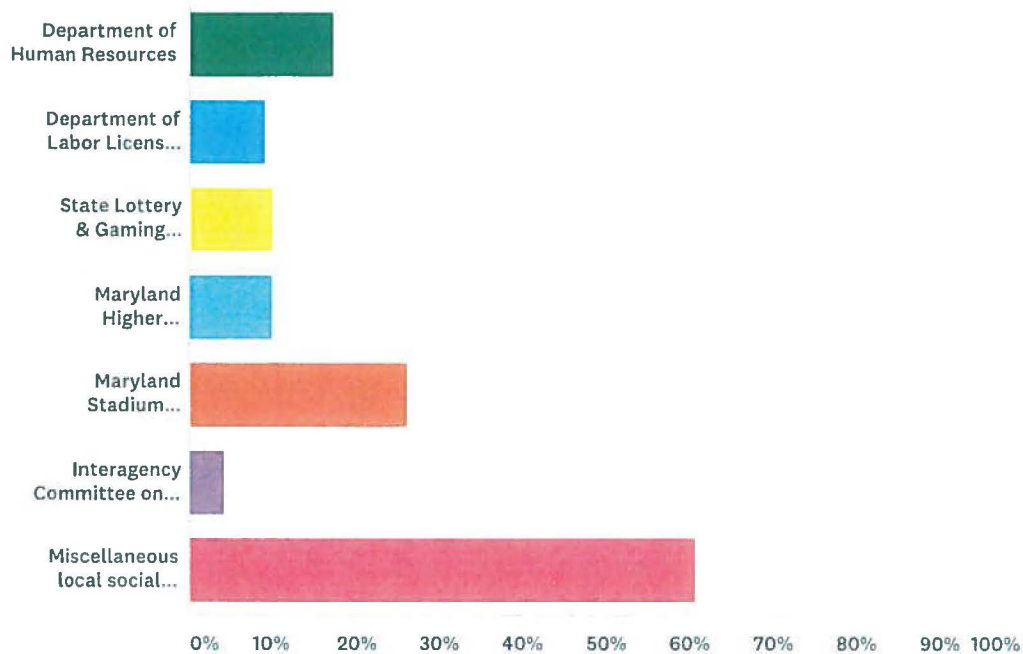
36.23%

170

96

### Q4 Have you ever performed or bid on a contract with any of the following agencies/entities:

Answered: 122 Skipped: 145

**ANSWER CHOICES****RESPONSES**

Department of Human Resources	17.21%	21
Department of Labor Licensing & Regulation	9.02%	11
State Lottery & Gaming Control Agency	9.84%	12
Maryland Higher Education Commission	9.84%	12
Maryland Stadium Authority	26.23%	32
Interagency Committee on Public School Construction	4.10%	5
Miscellaneous local social service departments and agencies	60.66%	74

Total Respondents: 122

## Q5 What resources do you believe would assist you in bidding on State-funded contracts?

Answered: 227 Skipped: 40

#	RESPONSES	DATE
1	Bonding Information, Insurance Requirements	6/3/2019 11:43 AM
2	contact information and joint meetings with procurement agency teams	6/2/2019 1:12 PM
3	Procurement and evaluation criteria	6/1/2019 8:49 PM
4	Bid Experts	6/1/2019 3:32 PM
5	Blue print class are needed	5/31/2019 3:31 PM
6	Access to procurement personnel for micro purchases and a chance to perform and gain a reputation with the state.	5/31/2019 10:07 AM
7	Data relative to past contract incumbent activity	5/31/2019 9:16 AM

8	Certified loans, grants to set up my business	5/31/2019 7:43 AM
9	Access to capital	5/31/2019 6:01 AM
10	Proposals, business plans, where and how to bid. Mentorship	5/31/2019 4:21 AM
11	I believe that better access to the contracting officials would be beneficial. In this era of pushing all operations to be online and digital, I feel that I am unable to really ascertain the the needs and the procurement opportunities at government agencies in Maryland.	5/30/2019 9:49 PM
12	Match making sessions with the government	5/30/2019 8:49 PM
13	Easy, clear search criteria	5/30/2019 6:03 PM
14	State funded classes to improve knowledge on successfully submitting bids through the website.	5/30/2019 4:52 PM
15	I dont know	5/30/2019 4:49 PM
16	Proposal Writing classes in city areas Funding for Minority Businesses	5/30/2019 1:17 PM
17	Ombudsman to help companies new to state-contracting navigate the process.	5/30/2019 1:12 PM
18	Forecasts and debriefs	5/30/2019 12:32 PM
19	Funding and understanding the process	5/30/2019 11:50 AM
20	An online WBE reporting platform. It would also be helpful if forms did not need to be submitted during months of no activity.	5/30/2019 11:35 AM
21	Not sure. I thought that I have met the requirements to bid on State-funded contracts.	5/30/2019 11:23 AM
22	Better information regarding becoming a registered vendor of various state contracts.	5/30/2019 11:06 AM
23	I always have a bit of difficulty finding my way through the system. Especially, when we have delivered a bid, and my boss wants to know who "won" that bid.	5/30/2019 11:05 AM
24	Access to Capital	5/30/2019 11:02 AM
25	A forecast of opportunities and points of contact in purchasing departments; a robust schedule of pre-bid events for specific projects	5/30/2019 10:53 AM
26	more smaller opportunities with agencies and better bid notices and forecast. Thank you in advance.	5/30/2019 10:48 AM
27	Better written specifications.	5/30/2019 10:43 AM
28	Breaking contracts into smaller contracts so more small businesses will get contract opportunities. Maynard Jackson did this for the construction of Hartsfield airport in Atlanta, resulting in creating more minority owned companies.	5/30/2019 10:42 AM
29	Something better than Maryland Marketplace	5/30/2019 10:31 AM
30	more welding and piping work	5/30/2019 10:05 AM
31	A better portal like Virginia's that gives excellent targeted bid information for large and small procurements. Virginia's system is funded by a 1% fee on contracts for all bids won. That gives them a lot of revenue to enhance the system that is directly funded by stakeholders from the entire region, not just Virginia taxpayers.	5/30/2019 9:46 AM
32	Knowing they are looking for what I offer and some contracts are too big for my business so maybe offering multiple vendors contracts.	5/30/2019 9:16 AM
33	One-on-One assistance; more real/actual bidding, review of bid document, pricing, competitive edge	5/30/2019 9:16 AM
34	A little more hand holding when it comes to information on the bidding process and prices. It seems that the competition against the big companies does not help the small business at all.	5/30/2019 9:13 AM
35	The ability to meet with stakeholders.	5/30/2019 9:09 AM
36	1. More set-asides for small businesses without such high MBE percentage requirements. 2. Requiring all firms on a contract to be small business certified so as to make it an even playing field; often a small business will submit with a large regional/national firm on their team, which reduces the chances of other small businesses succeeding on the contract because they cannot compete with the credentials of those larger firms.	5/30/2019 8:54 AM



37	Industry Day by Departments, similar to the Federal Government.	5/30/2019 8:41 AM
38	If the contracts were broken down into smaller segments.	5/30/2019 8:33 AM
39	Improve advertising. E Maryland market place is a disaster	5/30/2019 8:33 AM
40	The continued training and outreach is great, industry days and pre-bid conferences are great ways to engage industry. request for information and/or sources sought could be ways to assess mbe and vsbe availability for specific projects	5/30/2019 8:21 AM
41	Assisted with getting the contract first and then help preparing the paperwork/bidding process. It is really hard to do business with the state	5/30/2019 8:01 AM
42	A not so difficult means of acquiring an 8a	5/30/2019 7:50 AM
43	Knowing how to actually bid	5/30/2019 7:19 AM
44	N/A	5/30/2019 6:05 AM
45	Bonding assistance	5/30/2019 5:40 AM
46	the excessive paper work is a monstrosity to navigate and most is not needed. simplify this	5/30/2019 5:19 AM
47	The process support	5/29/2019 11:31 PM
48	registration	5/29/2019 11:24 PM
49	A plain level field without having subgoals which unfairly helps certain races/ethnicity/gender	5/29/2019 10:36 PM
50	-Capital. -Simplification of contracts. -A bit less requirement to achieve contracts or bids.	5/29/2019 9:43 PM
51	Assistance with the certification process. more opportunities in the service areas.	5/29/2019 9:36 PM
52	Technical assistance with securing audited financial statements	5/29/2019 9:22 PM
53	Helping to fill out all paperwork for the bidding	5/29/2019 9:11 PM
54	Learned how to bid. And giving money to Businesses so they can build their credit why they establish their credit. Without judging them by their credit score	5/29/2019 8:21 PM
55	More SBR set asides would help- in Transportation	5/29/2019 8:00 PM
56	Not so much resources but the RFP that we qualify for are typically lowest price so we get out bid by one man companies.	5/29/2019 7:36 PM
57	Unbundling contracts into smaller sizes. A serious requirement for small, minority business sub contractors in order for an award. Fewer waivers. Real accountability	5/29/2019 7:34 PM
58	A liason.	5/29/2019 7:01 PM
59	1:1 Meeting	5/29/2019 6:53 PM
60	understanding how to be registered as a woman owned business in order to be certified.	5/29/2019 6:45 PM
61	Availability of Technical Assistance	5/29/2019 6:39 PM
62	Making sure there is MBE requirement for all projects. Presently, SHA is pulling landscape work for SHA projects as a separate bid so the GC does not have to deal with landscape. There are NO MBE requirements for these projects and there is only living wage requirements, no wage scale requirements. Take care of your MBE landscape and environmental restoration companies and the laborers that work for these companies.	5/29/2019 6:22 PM
63	Awareness and easy process	5/29/2019 6:13 PM
64	The ability to work more closely with staff to ensure that we are completing bids appropriately. More training on submitting proposals and pricing services.	5/29/2019 5:40 PM
65	Learning about future Tunnel Projects.	5/29/2019 5:33 PM
66	Access to Small business loans	5/29/2019 5:30 PM
67	ability to view specs on bids	5/29/2019 5:25 PM
68	One stop resource for Small Business Reserve opportunities	5/29/2019 5:22 PM
69	/	5/29/2019 5:16 PM

70	Probably schools or state universities, police stations. Anything needing exterior cleaning, the primary part of my business	5/29/2019 5:15 PM
71	Making information available I didn't know any of these contracts existed	5/29/2019 5:05 PM
72	getting through the minority process. I am a woman owned veteran company.	5/29/2019 5:05 PM
73	Loans	5/29/2019 5:02 PM
74	Maryland Higher EDUCATION Dept of Labor Licensing & Regulation	5/29/2019 5:00 PM
75	All state funded contracts go through GC's ...a list of all state funded contracts provided and send all GC's our info	5/29/2019 4:58 PM
76	Advertising, promotion, events	5/29/2019 4:55 PM
77	Email notifications of opportunities	5/29/2019 4:43 PM
78	A central portal that notifies me about open bids. The portal should also allow me to enter the bid number without having to go down the list one-by-one.	5/29/2019 4:42 PM
79	Lower the qualifying requirements Promote teaming more Set more business aside for small businesses Proposal less than a certain amount should automatically go to small businesses	5/29/2019 4:39 PM
80	Proposal support, training or teaming support offered by the State for proposal work.	5/29/2019 4:28 PM
81	Need more exposure and communication	5/29/2019 4:19 PM
82	Fair bidding process & contracts for Stadium Authority. It's the same good old boy network..I'm a city resident without fair awarded contracts. Our company is S. Mills Interiors	5/29/2019 4:10 PM
83	1) MBE process is a complicated process and it takes too long to get the certification. Being able to have that behind the small businesses in a short turnaround time will help with being considered for state-funded contracts. 2) It would be good if there was a mentor-mentee program available and an advisor available once the business becomes MBE certified. This advisor and mentor can help open doors for the small business; 3) The website where you indicate the change in business residency and register agent (moving to MD) is not user friendly. When you reach out to someone, they are unable to provide sufficient guidance. This is where an assigned advisor from the State would be so helpful for the small business trying to get assimilated into the MD small business world.	5/29/2019 4:08 PM
84	Prior contract information (GovWinIQ - like) on the incumbent and prior contract details if a recompetete	5/29/2019 4:06 PM
85	Increased number of SBR opportunities	5/29/2019 4:02 PM
86	How do I receive bids?	5/29/2019 4:02 PM
87	PROCUREMENT OFFICERS ACTUALLY RESPONDING TO EMAILS!	5/29/2019 4:00 PM
88	Better access to bid documents.	5/29/2019 4:00 PM
89	Fair and Equal playing field	5/29/2019 4:00 PM
90	The resources you provide are great and very helpful, but it would be nice to have a document that breaks down the bidding process step-by-step in laymen terms. The information is good but a bit overwhelming.	5/29/2019 3:58 PM
91	Email alerts	5/29/2019 3:57 PM
92	More robust minority requirements beyond Penndot; like PADEP, PDA, and other state and county agencies.	5/29/2019 3:55 PM
93	Teaming partners and bid preparation assistance	5/29/2019 3:52 PM
94	Information on previous proposals. Actual needs for the contracts and informational meeting way before contracts are advertised	5/29/2019 3:47 PM
95	Easier access to the bidding portal -- for specific bids fewer requirements i.e. Bonds, experience etc Breaking large bids into smaller pieces so that it requires less capital	5/29/2019 3:46 PM
96	bonding, higher limits	5/29/2019 3:40 PM
97	Access to primes; a better understanding on how to develop relationships with relevant contacts in advance.	5/29/2019 3:39 PM

98	A website to check on your certification process would be great.	5/29/2019 3:38 PM
99	More open SBR contracts	5/29/2019 3:35 PM
100	access to capitol	5/29/2019 3:34 PM
101	any thing that requires wooden roof trusses or floor joist	5/29/2019 3:33 PM
102	Not being a minority owned, I almost feel discriminated against	5/29/2019 3:27 PM
103	unsure	5/29/2019 3:27 PM
104	Access to past history on the contract. financial assistance	5/29/2019 3:25 PM
105	Money	5/29/2019 3:23 PM
106	Current resources appear to be adequate.	5/29/2019 3:21 PM
107	Restricting bids to only Maryland residents.	5/29/2019 3:19 PM
108	Janitorial	5/29/2019 3:19 PM
109	Receiving information from Procurement people after putting many hours into preparing an RFP. Consistent emails from them telling us where they are in process. Everyone is terrified of contacting procurement - that it will negatively affect our proposal. I have responded to 4 bids this year. Never heard back from any - emailed them after 3 months and got vague emails in return.	5/29/2019 3:17 PM
110	Making bids on pension and investments and retirement work available	5/29/2019 3:16 PM
111	loan programs to help cash flow the projects	5/29/2019 3:15 PM
112	Clearly defined bid notifications.(trades involved in that solicitation) When it just list the contract number opportunities can be hard to find.	5/29/2019 3:14 PM
113	Notification of their availability. Also, some RFPs are written so that small businesses have trouble with them. For example, I can't bid on a project that wants me to provide 5 examples of projects 10X the size of anything I've ever done.	5/29/2019 3:14 PM
114	Making selected projects set aside for the minority businesses that are in the small business reserve program.	5/29/2019 3:14 PM
115	List of contractors bidding to the current bid date	5/29/2019 3:13 PM
116	MDOT, GSA, Dept of Real Estate	5/29/2019 3:11 PM
117	If SBA small business will be more pro-active in assisting the minority WOSB in the State of MD.	5/29/2019 3:11 PM
118	A better understanding of documentation and reporting requirements. My perception is that it is very cumbersome.	5/29/2019 3:10 PM
119	Assistance in applying and looking for contracts through government officers	5/29/2019 3:07 PM
120	Not sure at this time	5/29/2019 2:09 PM
121	Low interest funding; proposal writing and pricing tips.	5/28/2019 1:33 PM
122	Continued Training, Mentor Program and Insurance Underwriting	5/28/2019 8:54 AM
123	Educational seminars on updates	5/27/2019 12:34 PM
124	Construction Bidding and Estimating courses, also blueprint reading.	5/26/2019 12:04 AM
125	I am grateful that over the years, I have received feedback and learned from the pre bid conferences	5/25/2019 4:44 PM
126	I am a non profit and dont see a lot of work set aside for my business	5/25/2019 12:54 PM
127	Not sure	5/24/2019 11:27 AM
128	Mentor	5/23/2019 9:34 PM
129	Marketing & Sales, Proposal preparation	5/23/2019 2:34 PM
130	Knowing when bid opportunities arise, having a pre-filled out form to make bidding easier, same questions/requirements for all bid opportunities.	5/23/2019 2:33 PM
131	Official MBE registration, more networking with other small businesses where partnering or subbing could be helpful.	5/23/2019 2:30 PM

132	Mandatory set asides	5/22/2019 12:50 PM
133	Having someone to assist me with completing the forms.	5/22/2019 11:28 AM
134	Information on how to subcontract with primes to build past performance	5/22/2019 8:57 AM
135	A streamlined process for very small businesses to submit quotes or bids.	5/21/2019 9:27 PM
136	a user friendly electronic system	5/21/2019 11:32 AM
137	Better STATE payment turnaround and making their Primes pay the subcontractors as they should	5/21/2019 8:50 AM
138	Learning how where to go to view opportunities and learning how to bid on contracts.	5/20/2019 1:29 PM
139	Assistance with MBE application and networking with primes	5/20/2019 1:16 PM
140	no additional resources needed	5/20/2019 11:40 AM
141	Longer advance notice, easier to navigate eMarylandMarketplace (difficult to locate applicable open bids), not requiring MBE/WBE participation when the Prime is a MBW/WBE	5/20/2019 10:49 AM
142	Bonding support	5/20/2019 10:33 AM
143	The State of Maryland want the lowest bidder sometime the lowest is the best	5/20/2019 9:18 AM
144	The training wok shops	5/20/2019 9:04 AM
145	Notice of upcoming contracts or forecast.	5/19/2019 10:43 PM
146	Loan to hire a proposal writer...	5/19/2019 5:58 PM
147	Bids or RFPs broken down into smaller bids or smaller RFPs that could be done by a solo or a business with five or fewer employees.	5/19/2019 12:38 AM
148	Sample acceptable bids to view as a reference for those that don't have the experience in preparing one or a class that teaches how to prepare them that is free of charge.	5/18/2019 9:46 PM
149	Make available bidding programs to businesses	5/18/2019 8:53 PM
150	HAVING APPLICABLE RFP'S FOR DOCUMENT PREPARATION SERVICES	5/18/2019 7:50 PM
151	Rewards less based on politics and large companies and more on fair competition for smaller firms based on qualifications.	5/18/2019 5:20 PM
152	Workshops that explain how to get my foot in the door.	5/17/2019 7:54 PM
153	Access to capital In form of loan or grant ,guaranteed by the state or federal government	5/17/2019 6:15 PM
154	Opportunities advertising	5/17/2019 5:48 PM
155	Capacity and insurances for services other than construction.	5/17/2019 4:45 PM
156	A directory of business for state vendors	5/17/2019 3:55 PM
157	An experienced mentor to assist and guide for small business reserve companies getting acclimated to the bidding process.	5/17/2019 3:37 PM
158	More clarity in proposal announcements, project intent, and collaboration opportunities. A significant increase in assistance maneuvering state regulations regarding contracts prior to application. More access to individuals who can help review and critique responses to proposals.	5/17/2019 1:04 PM
159	More early information for upcoming projects	5/17/2019 12:57 PM
160	Simplified bidding process, with less paperwork to respond to.	5/17/2019 12:34 PM
161	The name of the other businesses competing for bid. The name of the business that holds the contract currently.	5/17/2019 12:21 PM
162	By making emaryland easier to use	5/17/2019 12:17 PM
163	posting openings on-line	5/17/2019 11:11 AM
164	Investigations	5/17/2019 10:47 AM
165	I do green building and green business operations consulting, which is a highly specialized niche. So being able to get rfp's that relate to my specialty or have access to agency sustainability staff would be helpful.	5/17/2019 10:25 AM



166	RFP help, joint venture matchmaking	5/17/2019 10:14 AM
167	Education and Training. Insurance requirement threshold. Finance	5/17/2019 10:02 AM
168	Access to capital	5/17/2019 9:54 AM
169	Access to buyers	5/17/2019 9:29 AM
170	Starting with small contract in dollars amount of \$100000 or less	5/17/2019 9:26 AM
171	How to prepare a bid proposal	5/17/2019 9:16 AM
172	transparent communication and clear access.	5/17/2019 8:58 AM
173	Stronger policies design to expand MBE participation on State-funded contracts. All too often contracts are awarded to white-owned businesses. Typically, they can scale projects because they have the money to do so because contracts are awarded to them repeatedly. Do you see the cycle? Also consider creating an oversight committee made up of representation from the State, MBE's, primes, subcontractors, as well as those supporting the work of MBE's such as MBE coordinators, specialists, etc. The purpose of the committee would be to review trends, serve as a feedback repository, and brainstorm on ideas for the State to consider.	5/17/2019 8:47 AM
174	Industry Day (similar to Federal Government Agencies), having opportunities pipeline published in advance.	5/17/2019 8:44 AM
175	Previous years awards	5/17/2019 8:11 AM
176	Attending a preconference or having resources to enable clarity in understanding scope, requirements and deliverables in the contract. Resources such as newsletters, communications and information prior to bidding for the contract. Most businesses does not have knowledge of state agencies, requires dissemination to businesses about the agencies they will be bidding for contract.	5/17/2019 8:05 AM
177	Help with the contract	5/17/2019 7:58 AM
178	Outreach events are good, however the challenge has always been in following up afterward. Many people do not follow up with vendors after these events. It is a disincentive to continue to attend them.	5/17/2019 7:50 AM
179	Making easier and less restrictions. Really hard to get contracts with the state of Maryland especially for woman	5/17/2019 7:42 AM
180	Prompt review process	5/17/2019 7:22 AM
181	Information	5/17/2019 7:17 AM
182	Classes to teach u how to bid	5/17/2019 6:09 AM
183	Access to sample budgets and sample contracts that have been awarded.	5/17/2019 3:06 AM
184	None	5/16/2019 11:50 PM
185	e-Maryland Marketplace	5/16/2019 10:51 PM
186	Better advance bid notifications.	5/16/2019 10:48 PM
187	Implementing policies in all state agencies to fulfill the 15% requirement for sbr participation	5/16/2019 10:40 PM
188	Mbe requirements on contracts	5/16/2019 10:25 PM
189	Less bundled contracts. We believe that there would be greater opportunities for small business if the work was not bundled in larger contracts. We understand that more contracts means more work for the procurement staff but there should be a goal to increase the number of available resources for small trades within the industrial base.	5/16/2019 10:23 PM
190	Helphelphelphelp	5/16/2019 10:14 PM
191	Notice	5/16/2019 10:13 PM
192	Centralized bid boards	5/16/2019 10:03 PM
193	Help with writing bids and responding to RFPs	5/16/2019 9:31 PM
194	Breaking projects into smaller projects where possible. A course in this area that provides detailed information on the what and how, tips, etc for those of us who have not bid before.	5/16/2019 9:11 PM

195	Online bidding option	5/16/2019 9:08 PM
196	Not sure	5/16/2019 8:57 PM
197	I will as soon as I finish my application for MBE	5/16/2019 8:11 PM
198	Learning to put together a bid contract	5/16/2019 8:09 PM
199	Easily accessible information on the economic impact to MD	5/16/2019 7:48 PM
200	No resource from state	5/16/2019 7:44 PM
201	Financial resources. I own a start up company.	5/16/2019 7:41 PM
202	Vet	5/16/2019 7:33 PM
203	More Small Business Reserve contracts, and a set aside on all other contracts for Small Business Reserves	5/16/2019 7:19 PM
204	Better communication regarding availability of contracts	5/16/2019 7:13 PM
205	any easy to read infographic that helps me understand where to go (and where else to go outside of state-funded contracts)	5/16/2019 6:43 PM
206	eMaryland Market	5/16/2019 6:29 PM
207	My registration as a small business to be eligible to bid on State-funded contracts.	5/16/2019 6:05 PM
208	Fair bidding & award processes. There are times that a prime will use your MBE status to win a contract, but change the rules with the sub post award. Also, primes are not willing to sub fairly, so that we can get past performance status on contracts. Most bids require past performance history, yet we can't get past performance history without a contract and with out a contract, we can't get past performance. Catch 22. Not enough bids are set aside. Small companies have no choice but to low ball the pricing, which causes us to loose financially and not be profitable by any means of the imagination. It's very hard to get quality workers when the salary rate is very poor because Maryland contracts are geared to award the lowest bidder. Many primes have much more financial stability because they have multiple contracts on board to begin with. Last but not least, financial services for small businesses are generally loan sharks at best. This is disastrous seeing we generally can't float payroll for 60-90 days waiting to get paid. Therefore, we are forced to seek outside financial resources through factoring or other lenders who charge outrageous rates and fees. It sucks if you do, and sucks if you don't.	5/16/2019 6:05 PM
209	completing MBE and making correct contacts to know what requirements are needed that we can respond to	5/16/2019 6:00 PM
210	Less redtate	5/16/2019 5:54 PM
211	100% set aside opportunities as opposed to encouraged to bid	5/16/2019 5:29 PM
212	Previous bid info or price point that we cannot surpass.	5/16/2019 5:27 PM
213	Less onerous past performance requirements. The requirements often appear to be wired in favor of firms that have done prior work with the agencies.	5/16/2019 5:25 PM
214	The DOT has ended our MBE status, apparently for financial reasons	5/16/2019 5:22 PM
215	financial	5/16/2019 5:09 PM
216	Small Business Reserve Solicitations	5/16/2019 5:09 PM
217	Direct contact with agencies	5/16/2019 5:07 PM
218	Not sure. It is hard to get in the door and when you have a subcontractor relationship it becomes very uncomfortable for the small business minority because they eventually resent that they have to use us.	5/16/2019 5:06 PM
219	That procured and awarded on call or short list contracts by agencies be backed by funding and actual projects because it takes a lot of time and money to select opportunities, prepare and submit proposals for us as small businesses.	5/16/2019 5:00 PM
220	CAPITAL, MONEY TO FINANCE BY BUSINESS	5/16/2019 4:59 PM
221	A shorter, more user-friendly template	5/16/2019 4:57 PM
222	Learning more about how to write bids and etc	5/16/2019 4:57 PM

223	How To Do Procurement and How to Bid	5/16/2019 4:56 PM
224	Not sure how to fix, but most graphic design jobs can be under the rfp threshold and therefore rarely come up. The cost to get certified is too much for small businesses.	5/16/2019 4:56 PM
225	Not sure	5/16/2019 4:54 PM
226	How to be a part of a benefits package or wellness program--for niched companies.	5/16/2019 4:53 PM
227	Outreach events with buyers	5/16/2019 4:52 PM

## Q6 What data do you believe would assist you in bidding on State-funded contracts?

Answered: 208 Skipped: 59

#	RESPONSES	DATE
1	Review of previous contract holders, Contract/Proposal Review before submission of bid	6/3/2019 11:43 AM
2	previous contract award detailed information to better understand what exactly won the last bid; to provide guidance on a potential win for the projects	6/2/2019 1:12 PM
3	Incumbent names and prior bids	6/1/2019 8:49 PM
4	Past Bid Documents	6/1/2019 3:32 PM
5	what type of format that is need to submit a bid	5/31/2019 3:31 PM
6	Not sure	5/31/2019 10:07 AM
7	Number of bidders and whether the contracts are slated for SBR only	5/31/2019 9:16 AM
8	Receiving solicitations relevant to what services we offer	5/31/2019 7:43 AM
9	Nit sure	5/31/2019 4:21 AM
10	A detailed summary of of the projected procurement needs of the State.	5/30/2019 9:49 PM
11	historical	5/30/2019 8:49 PM
12	Budget ranges suggested for each project.	5/30/2019 6:03 PM
13	The state provides all the data needed to bid successfully.	5/30/2019 4:52 PM
14	I don't know	5/30/2019 4:49 PM
15	Who previously has won the contracts previously and competitive rates comparison for industry	5/30/2019 1:17 PM
16	incumbents and previous award prices and documents	5/30/2019 12:32 PM
17	Subcontracting/prime contracting information	5/30/2019 11:50 AM
18	Allowing for lump sum bids for A/E services, if not already allowed.	5/30/2019 11:35 AM
19	Not sure.	5/30/2019 11:23 AM
20	None	5/30/2019 11:06 AM
21	Please see item 5. Thank you	5/30/2019 11:05 AM
22	None	5/30/2019 11:02 AM
23	Historical purchasing data at contract and task order levels	5/30/2019 10:53 AM
24	forecasts and updates of the forecasts in case the bid opportunity no longer exists.	5/30/2019 10:48 AM
25	Better written specification.	5/30/2019 10:43 AM

26	Size of project, expected completion time frame of the project, pay rate for the project, who from the agency will supervise the project, who from the agency will approve the completion of each segment of project in order to be paid, who will resolve project disputes, will the project be performed at the agency or must I have a separate office space to perform the contract, do I need liability/errors coverage to protect me if there is a problem with me executing the project	5/30/2019 10:42 AM
27	pre bidders list on all projects	5/30/2019 10:05 AM
28	Actual technical details that are applicable now, not boilerplate written over a decade ago. Essentials like quantities on equipment to be bid and a bill of materials as opposed to having bidders incur the huge expense of picking through architectural drawings and obscure notes to guess what quantities to bid. MSA procurements are typical of this practice.	5/30/2019 9:46 AM
29	Request for bid emailed to me for court reporting.	5/30/2019 9:16 AM
30	previous bids, match primes with subs at the state level, not a personal selection from the prime, mentoring prime-sub relationship, ensure fair payment, ...	5/30/2019 9:16 AM
31	What agency needs what... contracting officers (decision makers) meetings, and again information on pricing... as it seems the state base their decision on the lowest price.	5/30/2019 9:13 AM
32	More RFI's	5/30/2019 9:09 AM
33	1. Knowing who the incumbents are 2. Project budget	5/30/2019 8:54 AM
34	Background information, Technologies	5/30/2019 8:41 AM
35	better advertising of jobs.	5/30/2019 8:33 AM
36	it seems all data is made available for businesses to participate	5/30/2019 8:21 AM
37	viewing winner contracts	5/30/2019 8:01 AM
38	Email laying the process	5/30/2019 7:19 AM
39	N/A	5/30/2019 6:05 AM
40	Expected level of effort	5/30/2019 5:40 AM
41	past contract amounts should be with the RFP not have to go find them	5/30/2019 5:19 AM
42	n/a	5/29/2019 11:31 PM
43	what they are and is needed	5/29/2019 11:24 PM
44	A plain level field without having subgoals which unfairly helps certain races/ethnicity/gender.	5/29/2019 10:36 PM
45	lowering the insurance requirement for varies projects.	5/29/2019 9:43 PM
46	central locations of the decision makers or easier to locate and identify these folks	5/29/2019 9:36 PM
47	n/a	5/29/2019 9:22 PM
48	I don't understand this Q?	5/29/2019 9:11 PM
49	Classes that teach you how to bid.	5/29/2019 8:21 PM
50	not sure	5/29/2019 7:36 PM
51	A more accurate forecast	5/29/2019 7:34 PM
52	Better descriptions.	5/29/2019 7:01 PM
53	1:1 and step by step video or word document	5/29/2019 6:53 PM
54	see answer to #5	5/29/2019 6:45 PM
55	Knowing the estimated budget on a bid will help me decide if i can afford to go after a bid.	5/29/2019 6:39 PM
56	Dont just hire low bid on bid day. Make sure the companies are responsible, knowledgeable and capable. Low bid on bid day allows marginal contractors to set the market trend for the year they are in business until everything catches up with them and then the default or flee the county. Example is Congressional Contracting. Review what happened with them, how many contracts they received and obliterated before they went under and then left the country.	5/29/2019 6:22 PM
57	Past bids and offers	5/29/2019 6:13 PM



58	Previous bid and reward history.	5/29/2019 5:40 PM
59	Learning about future Tunnel Projects.	5/29/2019 5:33 PM
60	Receiving emails or having access to information on all state funded contracts	5/29/2019 5:30 PM
61	history of high-low bids on contracts	5/29/2019 5:25 PM
62	Not sure	5/29/2019 5:22 PM
63	Data for my local area (Delmarva), and for reachable contracts. We are a small company	5/29/2019 5:15 PM
64	N/A	5/29/2019 5:05 PM
65	Not sure	5/29/2019 5:05 PM
66	Loans	5/29/2019 5:02 PM
67	Not sure	5/29/2019 5:00 PM
68	n/a	5/29/2019 4:58 PM
69	bids for the above should be sent to us so we can apply for these contracts	5/29/2019 4:55 PM
70	Email notifications	5/29/2019 4:43 PM
71	I think the types of bid should be classified not just by industry but also by size of bid. Because I am a sole-proprietor, I can only bid on small projects, primarily evaluation and research. I would prefer to know whether the project is manageable by a sole-proprietor. I can usually determine this myself, however, I have bid on projects I know I can manage myself, yet I am never selected.	5/29/2019 4:42 PM
72	A centralized repository of all contracts from all departments	5/29/2019 4:39 PM
73	Proposal support, training or teaming support offered by the State for proposal work.	5/29/2019 4:28 PM
74	Communication will help a lot when this contracts are open for bidding	5/29/2019 4:19 PM
75	None	5/29/2019 4:10 PM
76	not sure.	5/29/2019 4:08 PM
77	All data related to incumbent contract if a recompet.	5/29/2019 4:06 PM
78	Which agencies demonstrate the higher levels of commitment/opportunities for SBRs	5/29/2019 4:02 PM
79	Required qualifications	5/29/2019 4:02 PM
80	NOTHING AT THIS TIME	5/29/2019 4:00 PM
81	Pricing for exisiting unit price style contracts to be available via internet lookup.	5/29/2019 4:00 PM
82	Send information with links as Email	5/29/2019 3:57 PM
83	Assign categories (SIC for example) for types of work minority firms conduct, with email notification when bids come out for work associated with that category.	5/29/2019 3:55 PM
84	fee structure or pricing structures - i.e per project or per item	5/29/2019 3:52 PM
85	Sample proposals or access to old proposals	5/29/2019 3:47 PM
86	Break the bids out by agencies Break the bids into small () Have a database of Prime Contractors Have a database of when existing contracts are up for rebid Have a database of definitions of terminology used in the RFP's	5/29/2019 3:46 PM
87	we are typically a subcontractor - help when we run into issues with GC's. No awards to GC who consistantly abuse minority subcontractors. We know who they are and State should as well.	5/29/2019 3:40 PM
88	More knowledge on how to navigate the website	5/29/2019 3:39 PM
89	Clearer description of work to be provided, the name of the previous awardee and clarity in what is expected in the response to the RFP.	5/29/2019 3:35 PM
90	all open opportunities and forecasts	5/29/2019 3:34 PM
91	unsure	5/29/2019 3:33 PM
92	Equal Opportunity. The Baltimore/Washington Minority is controlling what happens in this area. I'd like a response Why?	5/29/2019 3:27 PM

93	unsure	5/29/2019 3:27 PM
94	same as above at to cost history. COO interaction with past contractors.	5/29/2019 3:25 PM
95	Network,money	5/29/2019 3:23 PM
96	Believe the current data provided with bidding process is sufficient.	5/29/2019 3:21 PM
97	Cleaning Office Buildings	5/29/2019 3:19 PM
98	communication with procurement after I have put many hours into a proposal	5/29/2019 3:17 PM
99	Making them available. Include all agencies including agencies responsible for insurance and pensions and investments	5/29/2019 3:16 PM
100	none	5/29/2019 3:15 PM
101	Walk thru dates, RFI dates, bid dates	5/29/2019 3:14 PM
102	Not sure, I've never been awarded a State-funded contract.	5/29/2019 3:14 PM
103	Bidders to be listed on internet to include the bid date	5/29/2019 3:13 PM
104	Access to preferred architectural firms. Help in updating the growing MDOT HQ Bldg - 109,0000 sq ft - which we designed from the shell-in in 2003-5.	5/29/2019 3:11 PM
105	The PTAC can us an e-mail pertaining to the solicitation under our NAICS	5/29/2019 3:11 PM
106	none	5/29/2019 3:10 PM
107	Online platform	5/29/2019 3:07 PM
108	Not sure at this time	5/29/2019 2:09 PM
109	Update to date list of opportunities.	5/28/2019 1:33 PM
110	Continued information on contract holders	5/28/2019 8:54 AM
111	list of agencies bidding	5/27/2019 12:34 PM
112	Learning how to estimate and bid on projects.	5/26/2019 12:04 AM
113	Training for writing and respond inf to bids	5/25/2019 4:44 PM
114	Non profit set aside	5/25/2019 12:54 PM
115	Not sure	5/24/2019 11:27 AM
116	an easy to navigate software	5/23/2019 9:34 PM
117	Historical bid winners, diversity selection statistics	5/23/2019 2:34 PM
118	Payment schedule	5/23/2019 2:33 PM
119	a specific site where RFPS just for minority work is placed; similar to would the government does with GSA ebuy	5/22/2019 12:50 PM
120	Completing and becoming certified	5/22/2019 11:28 AM
121	What each agency buys (commodities and services) including NAICS codes; opportunities per quarter	5/22/2019 8:57 AM
122	Average rates paid for contracted services.	5/21/2019 9:27 PM
123	Firstly for companies based in MD that are 8a certified by SBA why do they have to fill out the lengthy application AGAIN to be certified in MD. How is this small business friendly?	5/21/2019 9:04 PM
124	More courses to understand the process and again making Primes responsible and liable	5/21/2019 8:50 AM
125	Knowing who else is bidding, financial details about contracts, estimates on previous contract spending.	5/20/2019 1:29 PM
126	Unsure	5/20/2019 1:16 PM
127	from my experience, any required data needed for bidding is typically available	5/20/2019 11:40 AM
128	Re: point 5 - site visits if requested if not part of the bid process. Easier to locate data on incumbent, including questions that were submitted/answered during the PREVIOUS bid process.	5/20/2019 10:49 AM

129	Adequate data is provided	5/20/2019 10:33 AM
130	when they change the bidder from the lowest to the best contractor	5/20/2019 9:18 AM
131	Computers	5/20/2019 9:04 AM
132	Opportunity to meet with those that run the programs	5/19/2019 10:43 PM
133	Funding and less paperwork to complete.	5/19/2019 5:58 PM
134	A sample bid or RFP submission; how are contractors paid by the state; more accurate, common usage category titles to make it easier to find relevant contract opportunities	5/19/2019 12:38 AM
135	The data isn't an issue. There is an overwhelming amount of information that is given.	5/18/2019 9:46 PM
136	RFP information	5/18/2019 8:53 PM
137	PRICE POINTS (LOL). NO SERIOUSLY, THE OPPORTUNITY TO BID	5/18/2019 7:50 PM
138	Past winners and amount of contract.	5/18/2019 5:20 PM
139	Don't know	5/17/2019 7:54 PM
140	Regular update on contracts opportunities and access to capital to fund contracts	5/17/2019 6:15 PM
141	Expiring contact	5/17/2019 5:48 PM
142	Access to low-price opportunities, less than \$50k.	5/17/2019 4:45 PM
143	Previous bids for similar work. How many SBR contracts are awarded for the NAICS codes.	5/17/2019 3:37 PM
144	Better interpretation of federal, state, and county laws & regulations. Easier access to updated demographic data as well as the pre-existing organizations & businesses relating to contracts. More data regarding the requested scope of projects in order for respondents to determine the feasibility and if further resources or collaborations would be needed.	5/17/2019 1:04 PM
145	Smaller Contracts for small business. More contracts that deal professional services	5/17/2019 12:57 PM
146	Past funding qualifiers.	5/17/2019 12:34 PM
147	The amount of current contract. The amount that others are bidding.	5/17/2019 12:21 PM
148	Better details	5/17/2019 12:17 PM
149	Investigations	5/17/2019 10:47 AM
150	The type of data mentioned above	5/17/2019 10:25 AM
151	Research access	5/17/2019 10:14 AM
152	Previous holder of the contract. Previous MBE participant	5/17/2019 10:02 AM
153	Information on opportunities available	5/17/2019 9:54 AM
154	Providing small contract as dietitian in state facility and then total contract food and dietitian work in state program	5/17/2019 9:26 AM
155	Past winning bid offers	5/17/2019 9:16 AM
156	our reach event, or allowing us to come in and do a lunch and learn so that you become familiar with who we are and we can serve you	5/17/2019 8:58 AM
157	For planning purposes, it would be helpful to have an idea of projects on the horizon. This information could be supplied by Liaisons and or support staff of all agencies participating in the implementation and compliance of a State-funded contract.	5/17/2019 8:47 AM
158	A breakdown of what's included in each section so that I know I'm bidding enough to cover all of my expenses and not lose money if awarded.	5/17/2019 8:11 AM
159	Annual Procurement Forecast released in December or November of the proceeding year.	5/17/2019 8:09 AM
160	Data from the department of General services such as emaryland services.org. Data from the vendors that had the contract originally. Data from the organization regarding what needs to be done to prepare a business to effectively bid for the contract. Data from other companies that can shade more light on what is needed or required for the contract.	5/17/2019 8:05 AM

161	For our small company, access to card holder's information so we can contact them in some way - other than that we are unable to make meaningful connections.	5/17/2019 7:50 AM
162	making information and contracts easy to bid on for small business/woman	5/17/2019 7:42 AM
163	Length and dollar of contract	5/17/2019 7:22 AM
164	Information	5/17/2019 7:17 AM
165	Information on when where and how to bid. It's not common sense if you have no knowledge or information how.	5/17/2019 6:09 AM
166	The specific State-wide needs in my field of expertise. And provide specific solicitations for sole proprietors.	5/17/2019 3:06 AM
167	List of opportunities	5/16/2019 11:50 PM
168	emaryland.buyspeed.com	5/16/2019 10:51 PM
169	Better advance bid information.	5/16/2019 10:48 PM
170	On-line accounting of sbr and sbe contract opportunities	5/16/2019 10:40 PM
171	List of who has downloaded the specs	5/16/2019 10:25 PM
172	Clear transparency on subcontracting. Who, what, and how much would provide real evidence of the work provided by small businesses.	5/16/2019 10:23 PM
173	HelpJ L C	5/16/2019 10:14 PM
174	Depends but consider cyber security and Data security in sharing company information	5/16/2019 10:13 PM
175	not yet known	5/16/2019 10:03 PM
176	We are a foodservice products wholesale company and have not been able to find a state contracts that are relevant to us.	5/16/2019 9:31 PM
177	Can't think of anything	5/16/2019 9:08 PM
178	Don't Know	5/16/2019 8:57 PM
179	Previous contract holder and the winning bid	5/16/2019 8:11 PM
180	Better written scopes of work	5/16/2019 7:48 PM
181	More technical support and bonding	5/16/2019 7:44 PM
182	Information on whether you have to meet 100% of the stated requirements and whether you can do meet the requirements with another company to make 100%	5/16/2019 7:41 PM
183	I don't know	5/16/2019 7:33 PM
184	A routinely updated list of upcoming solicitations	5/16/2019 7:19 PM
185	award amount, who won the award last year	5/16/2019 6:43 PM
186	eMaryland Market completed/ updated data on previous contracts.	5/16/2019 6:29 PM
187	Past winning bid amounts. How exactly the agency wants the response to be (format)	5/16/2019 6:11 PM
188	My registration and explanation on how to fill out a bid for a State-funded contract	5/16/2019 6:05 PM
189	(1). Realistic balance between the cost of living for Maryland residents/work force and fair pricing of the bids. (2). Greater balance of preference to MBE companies. We jump through the hoops to become and remain MDOT certified, but little return in actual awarded contracts as the primes. (3). Government staff dedicated to assisting small certified businesses cut through the many layers of red tape when it comes to completing difficult RFPs. Many times the bid contains requirements that automatically disqualify a small business, some contains specifics that pertain to just one entity. Therefore, that bid or RFP was written solely for the benefit of that one particular entity. (4). More events for MBEs to develop working relationship with business primes. A three to five minute face to face meeting does not work. (5). Increase and enforce the mandatory MBE participation guidelines. Provide concrete evidence that primes were diligent in fulfilling "best efforts" requirements in their bids. (My company can help there as we are a full scope investigative company.) (6.) Develop data to support realistic evidence that sub contractors are being paid by the primes in a timely manner, not 45-90 days in arrears.	5/16/2019 6:05 PM



## Small Business Resource and Data Collection Survey

SurveyMonkey

190	emails	5/16/2019 6:00 PM
191	Make it easier	5/16/2019 5:54 PM
192	This would require more space than allowed on this form. I would love to participate in a round table discussion	5/16/2019 5:29 PM
193	Type of printer (in my case) that was used previously. Pricing range. Pre bid meetings with buyers	5/16/2019 5:27 PM
194	See above	5/16/2019 5:25 PM
195	We submit that the DOT criteria for determining and maintaining MBE status is unfair and discriminatory in that it penalizes success in a manner that federal programs do not.	5/16/2019 5:22 PM
196	RFP/RFQ	5/16/2019 5:09 PM
197	Agency procurement forecasts.	5/16/2019 5:09 PM
198	Existing budgets and previous procurement	5/16/2019 5:07 PM
199	Again not sure.	5/16/2019 5:06 PM
200	Long term easily available forecasts and availability of agency officials to inform us of their needs and challenges	5/16/2019 5:00 PM
201	ANY AND ALL SYSTEMS THAT WOULD CATAPULT MY BUSINESS.	5/16/2019 4:59 PM
202	not sure, but gaining access to historical information	5/16/2019 4:57 PM
203	More market research	5/16/2019 4:57 PM
204	Anything Is Helpful at this point	5/16/2019 4:56 PM
205	I was a certified business several years ago. It cost quite a bit of money to pay my accountant to gather the financial info, then reams of paper/forms to fill out. Almost a full day driving to Baltimore to be interviewed and prove I'm a woman owned business. After all that, there was NEVER a graphic design project that would come up on rfps. Design tends to fall under the threshold for rfps and therefore they rarely come up for bid Very Frustrating!	5/16/2019 4:56 PM
206	Accessibility to network of opportunities	5/16/2019 4:54 PM
207	Bid range	5/16/2019 4:53 PM
208	Agency spending plans and forecast	5/16/2019 4:52 PM