

ANNUAL REPORT FY 2024

Wes Moore, Governor
Aruna Miller, Lt. Governor
Y. Maria Martinez, Special Secretary



Table Of Contents

About the Governor’s Office of Small, Minority, & Women Business Affairs	02	Outreach Achievements Through the Numbers	15
A Message from The Governor	03	Veteran-Owned Small Business Enterprise Program	16
A Message From Special Secretary Martinez	04	Small Business Reserve Program	24
Executive Summary	05	MBE Ombudsman Unit	31
The Moore-Miller Administration Key Priorities	06	Minority Business Enterprise Program	36
Equity in Procurement: Governor Moore’s Key Actions	08	Conclusion	43
GOSBA Leadership Year in Review	11	References	44
Key Performance Indicators	13	Appendix	46
Policy In Action	14		

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

Mission: As a coordinating office within the Executive Department, the Governor's Office of Small, Minority & Women Business Affairs connects the small business community to greater economic opportunities in both the public and private sectors, while implementing and monitoring small, minority, women, and veteran preference procurement programs across 70 state agencies.

Vision: To create an open and accessible culture where Maryland is open for all small businesses, including those owned by minorities, women, and veterans.



Wes Moore
Governor



Aruna Miller
Lt. Governor



Y. Maria Martinez
Special Secretary

The Governor's Office of Small, Minority & Women Business Affairs (GOSBA) oversees socioeconomic procurement programs across 70+ state agencies, ensuring inclusive access to economic opportunities.

Maryland's VSBE, SBR and MBE programs are governed by evolving statutes and regulations in the Code of Maryland Regulations (COMAR). GOSBA monitors and evaluates the performance of the state's socioeconomic procurement programs, offering training to program liaisons and procurement officers on reporting guidelines, and compiling and publishing annual reports on program outcomes. The office's MBE Ombudsman Unit advocates for MBE businesses, further strengthening its efforts to support inclusive procurement in Maryland.

To support businesses, GOSBA provides free training and networking opportunities, including the T.I.P.S. Webinar Series and Ready, Set, GROW! Procurement Connections workshops. The office also participates in conferences and resource fairs across the state to promote Maryland's socioeconomic programs and provide businesses with expert guidance.

"[GOSBA] is providing hope and guidance to small veteran owned firms that need to have hope. Our firm is established, and [they] have allowed us to impart our wisdom of our success on other smaller veteran owned firms." Wes Guckert, The Traffic Group



A Message From Governor Wes Moore

Dear Fellow Marylanders,

As governor, I am committed to ensuring that Maryland is a great place to start, build, and grow a business. Our future depends on the success of our entrepreneurs, and I firmly believe that if you succeed, Maryland succeeds. When you have the opportunity to thrive, our entire state can prosper, and that success echoes beyond our borders, strengthening the economy of our nation as a whole.

The data presented in the Fiscal Year 2024 Annual Report compiled by the Governor's Office of Small, Minority & Women Business Affairs encompasses the first full fiscal year of performance of my administration, and I am enormously proud of the progress that my team has made in our time in office.

This year, we've seen significant strides forward. The number of certified vendors in our Minority Business Enterprise Program has increased by 432 vendors, approximately 5%. Likewise, our Small Business Reserve and Veteran-Owned Small Business Enterprise Programs experienced tremendous growth of 29% and 41%, respectively, during this fiscal year. These results are a testament to our unwavering commitment to building an inclusive, diverse business ecosystem that reflects Maryland's values of fairness, opportunity, and equity.

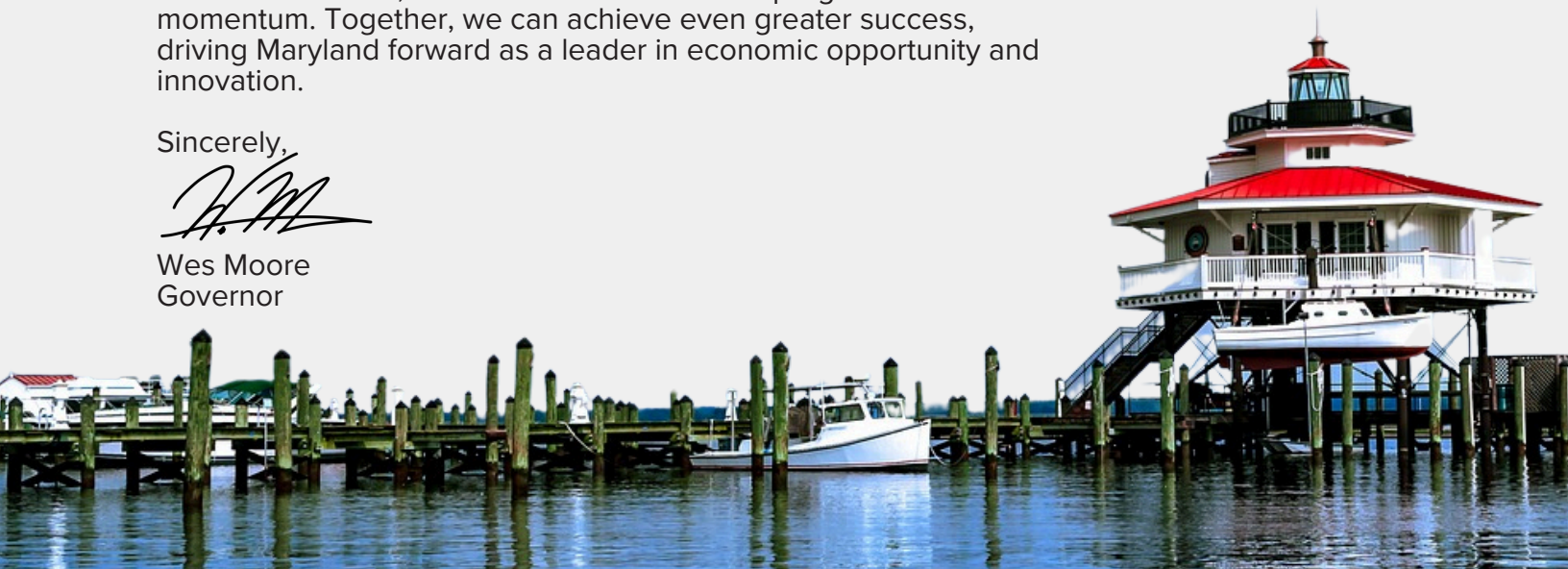
I am proud to report that Maryland has been recognized as the top state for minority-owned businesses by Lending Tree—a distinction we do not take lightly. But more than just a headline, this recognition speaks to the work we've put in to streamline processes, reduce barriers, and make it easier for businesses to succeed. We are cutting through the red tape, creating an environment where innovation and entrepreneurship can thrive. And while we are making progress, we must continue to enhance opportunities for small, minority, women, and veteran-owned businesses.

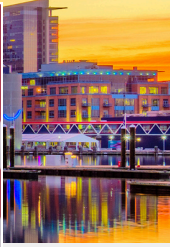
As we look ahead, I remain confident that the progress we've made will continue to build momentum. Together, we can achieve even greater success, driving Maryland forward as a leader in economic opportunity and innovation.

Sincerely,

A handwritten signature of Wes Moore in black ink.

Wes Moore
Governor





A Message From Special Secretary Martinez

Dear Marylanders,

I am honored to share the progress we've made this year to strengthen Maryland's procurement system and to ensure it drives economic growth, fosters innovation, and opens doors of opportunity for businesses across our great state. This year's annual report from the Governor's Office of Small, Minority, and Women Business Affairs reflects our steadfast commitment to empowering every entrepreneur, dreamer, and business owner striving to make their mark.

Procurement is more than a process—it's a powerful tool for economic transformation. By harnessing its potential, we create jobs, support local communities, and cultivate generational wealth. We are honored to be trusted stewards of Maryland's socioeconomic programs, and we approach this responsibility with humility, passion, and resolve.

My personal commitment to expanding opportunities for small businesses in Maryland runs deep. Having once been an MBE business owner myself, I understand the roadblocks that small businesses encounter and the resolve it takes to overcome them. This shared experience fuels our determination to create a system that works for everyone, especially those who have historically been overlooked.

In the past year, our team has worked diligently to expand and refine programs to ensure equitable access to opportunities. We have introduced impactful changes:

- Governor Moore appointed Maryland's first-ever MBE Ombudsman—a dedicated advocate for minority-owned businesses to ensure they can compete fairly in our state's competitive procurement landscape.
- The Maryland General Assembly expanded the Small Business Reserve goals from 15% to 20%, starting in October 2024, and advanced legislation to strengthen compliance and accountability within our MBE, SBR, and VSBE programs.
- We increased our outreach and engagement efforts, empowering small businesses with the knowledge and support they need to navigate certification processes, which has resulted in a significant increase in the number of certified businesses participating in our socioeconomic programs.

Progress invites reflection. This report provides a thoughtful review of the work accomplished by our state agencies over the 2024 fiscal year and outlines a clear path forward to an even brighter future.

With the unwavering support of the Moore-Miller Administration, legislative partners, stakeholders, and our resilient business community, I am confident we will continue to break down barriers and build a procurement system that allows small, minority, women, and veteran-owned businesses to thrive.

We are inspired every day by the dreams and determination of Maryland's small business owners. We will keep striving to honor their trust and make their success stories the foundation of Maryland's economic future.

Sincerely,

Maria Martinez
Y. Maria Martinez
Special Secretary



Executive Summary

In Fiscal Year 2024, the Governor's Office of Small, Minority & Women Business Affairs (GOSBA) made historic progress in expanding opportunities for small, minority, veteran and women-owned businesses. The State's socioeconomic procurement programs, the Small Business Reserve (SBR) Program, the Minority Business Enterprise (MBE) Program, and the Veteran-Owned Small Business Enterprise (VSBE) Program grew thanks to the whole-of-Administration approach that GOSBA led, supporting more small, minority, women, and veteran-owned businesses to successfully compete and win procurement opportunities with the State.

KEY ACHIEVEMENTS INCLUDE:

- **The MBE attainment percentage reached the highest levels it has ever been at in a decade.**
- **In its inaugural year, the MBE Ombudsman Unit successfully recaptured \$4.9 million dollars for MBEs.**
- **VSBE awards surged by 249% from FY23 to FY24, and surpassed the 1% awards goal by nearly double.**
- **The vendor database expanded across the board: MBE by 5%, SBR by 29% and VSBE by 41%, further diversifying the pool of businesses engaged in state procurement.**
- **The number of unique vendors receiving procurement opportunities across all three socioeconomic procurement programs increased:**
 - 104 certified veteran businesses;
 - 2,400 certified small businesses; and
 - 1,724 certified minority business enterprises.
- **GOSBA's outreach efforts reached new heights:**
 - 17.5% increase in training and business events hosted, and
 - 63.1% increase in events attended.
- **In FY24, GOSBA engaged a total of 17,823 businesses.**

This year's report also includes real property titling awards data for the first time, after it became legislated in the last session as a new requirement for agencies and departments.

In summary, FY2024 was a year of record breaking growth and collaboration. We built on FY2023's successes to further support small, minority, women, and veteran businesses, helping to create a more inclusive and equitable procurement environment.

Each of the businesses impacted represents a story of resilience, and the relentless pursuit of dreams as well as job creation, and economic growth. Together, we are not just building a stronger economy; we are fostering a community where every entrepreneur has the opportunity to succeed.

The Moore- Miller Administration Key Priorities

The Moore- Miller Administration developed a State Plan for 2024 to lay out an implementation roadmap of the mission to “Leave No One Behind” in Maryland. This plan centers around ten key priorities, each composed of three elements: the articulation of the priority area, the flagship objectives that are aimed to be achieved within each priority, and the key performance indicators that are used to measure success.



Among these priorities include creating an equitable and competitive economy in Maryland, with a strong focus on supporting small, minority-owned, women-owned, and veteran-owned businesses. Since taking office, the administration has made significant strides in improving the state's economic standing, achieving the lowest unemployment rate in the nation and improving Maryland's economic momentum. A key part of this success is strengthening and expanding opportunities for diverse businesses across the state.

The administration's economic strategy emphasizes the importance of supporting small and minority-owned businesses by promoting equitable access to capital, simplifying business licensing processes, and providing technical assistance. These efforts are aimed at making it easier for these businesses to start, grow, and thrive. Furthermore, the state is committed to fair and inclusive procurement processes, ensuring greater participation from minority, women, veteran, and small businesses in state contracts.

Key initiatives include the administration's focus on expanding the Minority Business Enterprise (MBE) program, which supports minority-owned businesses, and improving participation in other socioeconomic procurement programs such as the Veteran-Owned Small Business Enterprise (VSBE) and Small Business Reserve (SBR) programs. The goal is to increase diversity in Maryland's business landscape and provide underrepresented groups with greater access to economic opportunities.

By fostering a more inclusive business environment, the Moore-Miller Administration aims to reduce wealth disparities, while creating jobs, increasing wages, and building generational wealth for all Marylanders. These efforts will be measured through indicators such as the number of certified businesses in the MBE, VSBE, and SBR programs, and the overall increase in economic participation from diverse groups.

In summary, the Moore-Miller Administration's strategy to build a competitive economy is rooted in expanding opportunities for small, minority, women, and veteran-owned businesses, ensuring that economic growth benefits all Marylanders.



"We made strategic investments to create jobs, build wealth, and to generate economic growth. When we took office, Maryland was ranked 43rd in unemployment. Maryland was ranked 47th in economic momentum. One year in, Maryland now has the lowest unemployment rate in the country, and we have jumped 20 slots in economic momentum...but today, that work continues."

Governor
Wes Moore



Prioritizing Equity in Maryland's Procurement System: Governor Moore's Key Actions

Since taking office, Governor Wes Moore has demonstrated a strong commitment to supporting minority, women, veteran, and small businesses within Maryland by prioritizing inclusive economic growth through strategic procurement policies. From the very beginning of his tenure, Governor Moore has worked to create a more inclusive, equitable, and competitive environment for businesses of all sizes and backgrounds in Maryland. He is ensuring that businesses have the tools, resources, and opportunities they need to grow and thrive in Maryland.



Following are 5 key actions taken by the Governor to prioritize socioeconomic procurement and ensure that small, minority, women, and veteran-owned businesses in Maryland have increased access to opportunities, resources, and support to grow and succeed in the state's business landscape. These actions are not only the result of careful planning, but also of actively listening to the needs and challenges of the business community, and taking decisive action to address those needs.



1. Laying the Foundation: Strengthening Procurement Accountability and Compliance

Governor Moore's third Executive Order upon taking office required a comprehensive report on procurement activity and Minority Business Enterprise (MBE) compliance, becoming the first governor to issue an Executive order for socioeconomic procurement programs. Executive Order 01.01.2023.03 required state agencies to report on Minority Business Enterprise (MBE) compliance, ensuring accountability and fair access to state contracts for minority businesses. Agencies not in compliance were mandated to quickly address noncompliance.

2. Rebuilding the Framework: Executive Order for Procurement Reform

In line with his commitment to an inclusive economy, Governor Moore is advancing key measures to expand opportunities for small, minority, and socially disadvantaged businesses in Maryland's state procurement system through Executive Order 01.01.2024.38. These initiatives include enhancing contract management and technology to improve transparency and efficiency, as well as increasing participation from diverse businesses in procurement processes. The state is also strengthening compliance with contractual goals for Minority Business Enterprises (MBEs) and Veteran-Owned Small Businesses (VSBEs), while holding prime contractors accountable for failing to meet socioeconomic targets. Additionally, the Governor's Office of Small, Minority, and Women Business Affairs is authorized to set agency-specific procurement goals, and a newly established subcabinet on socioeconomic procurement participation will coordinate efforts across state agencies to improve access for small and disadvantaged businesses, chaired by Secretary Martinez.

3. Creating Direct Support Channels by Establishing the Ombudsman Unit for Minority Business Enterprises

To further support minority-owned businesses in Maryland, Governor Moore established the MBE Ombudsman Unit in January 2024. The unit is tasked with resolving issues between prime contractors and minority business enterprises (MBEs), developing policies to ensure compliance with MBE goals, and collecting data on contractor performance. This initiative provides critical support to businesses navigating the complexities of state contracts, offering assistance to ensure equitable opportunities for success.



4. Expanding Financial Support and Contract Opportunities

Governor Moore has committed to increasing access to both financial resources and state contracting opportunities for small and minority-owned businesses. His administration recently announced \$2.2 million in funding for small, minority, and veteran-owned businesses through loans, loan guarantees, and equity investments. Additionally, the Governor has increased the set-asides for the Small Business Reserve (SBR) Program from 15% to 20% and for the Veteran Small Business Enterprise (VSBE) Program from 1% to 3%, expanding the opportunities for these businesses to compete for state contracts, which will be reflected in the Fiscal Year 2025 annual report. These initiatives are designed to foster business growth and create new jobs within Maryland's economy.



5. Establishing Maryland as a National Leader for Minority-Owned Businesses

Governor Moore has gradually expanded the annual Governor's Business Summit, which serves as a critical platform for small, minority, women, and veteran-owned businesses to connect with prime contractors and learn how to access over \$7 billion in state contracting opportunities. The Summit's growing success is a testament to the Governor's dedication to ensuring these businesses have the resources and support they need to succeed. In November of 2024, over 800 businesses attended this event, doubling the attendance of previous administrations.

Thanks to Governor Moore's leadership, Maryland has been ranked as the number one state for minority-owned businesses by LendingTree. This recognition underscores the Governor's ongoing commitment to creating a business environment where minority entrepreneurs can thrive.

GOSBA Leadership in Action



Under the leadership of Secretary Martinez, the Governor's Office of Small, Minority & Women Business Affairs (GOSBA) has made significant strides in expanding socioeconomic procurement opportunities for Maryland's diverse business community.

A key priority for Secretary Martinez has been the implementation of the new MBE Ombudsman Unit—a dedicated team increasing participation in the state's procurement programs, offering direct support to minority business enterprises (MBEs) and ensuring that they have access to opportunities that align with their capabilities.

Secretary Martinez has prioritized increasing presence in regions with low MBE participation, from Southern Maryland and the Eastern Shore to Western Maryland. Through keynotes, presentations, and outreach initiatives like collaborations with Rocky Gap Casino, Secretary Martinez has effectively advocated for minority businesses, ensuring their voices are heard at the highest levels of government.



From cabinet and subcabinet meetings to participation in various workgroups, boards, and commissions, Secretary Martinez has consistently championed the needs of the small business community. As a trusted advisor to the Governor, Secretary Martinez has been deeply involved in advocating for policy changes that address socioeconomic disparities in procurement, economic mobility, and minority and immigrant affairs.



Following the collapse of the Francis Scott Key Bridge, which profoundly affected families, businesses, and the wider community, Governor Moore tasked Secretary Martinez to serve as the liaison to the families impacted—offering guidance, support, and compassionate connection between those affected and the state's response efforts.

In the wake of this tragedy, the Secretary worked diligently alongside Governor Moore and Lt. Governor Miller to support affected families, workers, and



businesses. Maryland quickly established emergency resource centers and resources to provide critical support to the workers and businesses in the Port area.

Secretary Martinez is not only helping to advance the state’s socioeconomic programs but is also shaping the future of Maryland’s business community. Through leadership, dedication, and an unrelenting focus on equity, increasing participation, and creating opportunities for all, the Governor’s Office of Small, Minority & Women Business Affairs is paving the way for a more inclusive and prosperous future for Maryland’s business owners.



“[After the FSK Bridge Collapse,] no matter the time of day or night, Maria and her team would find answers and solutions... Without GOSBA’s involvement, support, counseling... and dogged search for resolve, I truly believe we would not have had the financial or mental viability to retain our business. Today, we are thriving, at full capacity and forever grateful for the helping hands we received from the State of Maryland and specifically, Maria and her team.”
Mollie Millero, BTR Capital Group (Recipient of State and Federal relief after the FSK Bridge Collapse)



Key Performance Indicators:

Celebrating Breakthroughs,
Inspiring Progress



↑ **41%**

Percent Increase in
Certified Vendors

↑ **\$23M**

Payments

↑ **2%**

Goal Attainment

↑ **104**

Vendors Participating

↑ **\$124M**

Awards



↑ **29%**

Percent Increase in
Certified Vendors

↑ **\$483M**

Payments

10%

Payment Attainment

↑ **2,400**

Vendors Participating

**To be included
in FY25**

Awards



↑ **5%**

Percent Increase in
Certified Vendors

↑ **\$1.6B**

Payments

↑ **22%**

Goal Attainment

↑ **1724**

Vendors Participating

↑ **\$2.2B**

Awards

Policy in Action

In FY2024, the Governor's Office of Small, Minority & Women Business Affairs (GOSBA) played a pivotal role in advancing legislative efforts aimed at strengthening Maryland's small business landscape. Through collaboration with the Legislative Black Caucus, government agencies, and other key stakeholders, we were able to secure significant wins for small, minority, women, and veteran-owned businesses, reinforcing our commitment to fostering a more inclusive and transparent procurement environment.

One of the most notable accomplishments was the expansion of the Small Business Reserve (SBR) Program, which increased the automatic designation for small businesses in state contracts from 15% to 20%. Effective in Fiscal Year 2025, this change ensures that a greater share of state contracts are reserved exclusively for small businesses, offering them increased access to government projects and fostering growth in this vital sector.



Additionally, our office championed regulatory changes aimed at increasing opportunities for Veteran-Owned Small Business Enterprises (VSBE). By successfully raising the VSBE procurement participation goal from 1% to 3%, we are opening more doors for veteran-owned businesses to compete for state contracts, further diversifying the pool of businesses benefiting from government opportunities.

To enhance transparency and support small businesses in planning for future opportunities, we also supported Senate Bill 1014 in the 2024 legislative session, sponsored and introduced by Senator Nick Charles on procurement forecast reporting requirements. The new reporting requirements include updates on awarded and unanticipated contracts, allowing businesses to make informed decisions as they navigate the state procurement process.

Looking ahead, GOSBA remains committed to the continued advancement of small, minority, women, and veteran-owned businesses and actively works with stakeholders to develop a comprehensive package of proposals to build upon these successes and continue to create an inclusive, dynamic, and transparent business environment in Maryland.

Outreach Achievement Through the Numbers

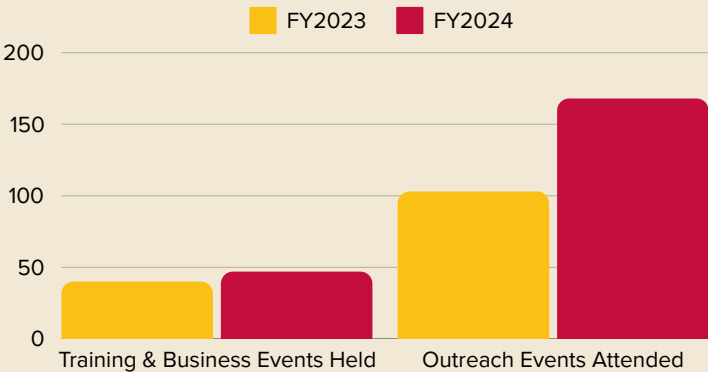


47 Training & Business Development Events Hosted. By prioritizing these objectives, we strategically curated learning opportunities that contribute to the success of our business community. Our commitment to expanding skill sets and fostering professional networking among businesses has not only strengthened GOSBA’s mission, but has also continued to play a vital role in enhancing the economic landscape of Maryland.

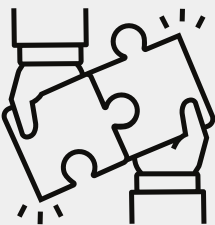


168 Outreach Events. Participating in outreach events has strengthened our connection with constituents, enabling us to broaden our reach and expand the State’s opportunities. This engagement has played a pivotal role in enhancing skill sets and reinforcing programs like MBE, VSBE, and SBR. Through these initiatives, we’ve cultivated a stronger and more inclusive network within our community.

Figure 1: Outreach events hosted and attended comparison between FY23 and FY24



In fiscal year 2024, the GOSBA team significantly increased their participation in external events and activities. Training & Business Events Held saw a 17.5% increase, while Outreach Events Attended grew by 63.1% (See Figure 1). These efforts reflect the team's commitment to enhancing engagement and fostering stronger connections with stakeholders.



17,823 Businesses Served. GOSBA excels in providing extensive support services to businesses, offering invaluable guidance through resources. We do this by:

- Providing a proactive approach through investigating and resolving departmental issues
- Serving as advocates and championing essential policy initiatives
- Connecting with legislators, fostering economic growth opportunities and contributing to the development of a robust and dynamic business ecosystem in the State of Maryland
- There was an increase of 3.84% in businesses served in FY2024 from FY2023

Veteran-Owned Small Business Enterprise



Veteran-Owned Small Business Enterprise

Program Overview



The Maryland Veteran-Owned Small Business Enterprise (VSBE) Program, established in 2010, is a key initiative to enhance opportunities for veteran-owned businesses in state-funded procurement as both prime and subcontractors.

The VSBE Program offers free certification for eligible businesses, with an annual renewal requirement. In order to qualify, firms must meet the size standards set by the U.S. Small Business Administration and be at least 51% owned and controlled by one or more veterans. A veteran is defined as someone who has served on active duty in the U.S. Armed Forces, other than for training, and was discharged under conditions other than dishonorable. Certification is processed through the state's online portal, eMaryland Marketplace Advantage (eMMA).

In fiscal year 2024, the VSBE Program had a statewide goal of 1% of total procurement contract value to be awarded to veteran-owned small businesses. The VSBE goals are determined on a contract-by-contract basis, and only work performed by certified VSBE contractors can count toward achieving those goals.

The program included 51 participating reporting entities, with four additional volunteer units. Participating agencies are required to submit annual performance data to the Governor's Office of Small, Minority & Women Business Affairs, with only two agencies failing to meet reporting obligations: Canal Place Preservation and Development Authority, and the Department of Veterans and Military Families. This year, one unit of MD 529 that had previously reported as a unit, was absorbed by the Maryland State Treasurer's Office, and thus does not need to continue reporting independently. Emergency Management is a new reporting required unit this fiscal year.

This year marked remarkable growth in VSBE participation, underscoring the administration's commitment to expanding opportunities for veteran-owned businesses. As part of this commitment, Governor Moore declared 2024 as the "Year for Military Families" in Maryland, reinforcing the state's commitment to supporting those who have served.

Veteran-Owned Small Business Enterprise

Highlights



"The Maryland's Veteran Small Business Enterprise's (VSBE) Program, training, and one-on-one counseling has been very instrumental in assisting S4 Analytics' navigate Maryland's Small Business landscape. This program allows S4 Analytics to access, identify, evaluate, and pursue viable contracting opportunities within the State of Maryland. The professionalism and dedicated assistance of Danielle over the VSBE program are key to S4's contracting success within the State of MD." - Ira Snell, S4

In FY2024, significant strides were made to strengthen and expand the State of Maryland's Veteran-Owned Small Business Enterprise (VSBE) program, demonstrating remarkable growth across multiple facets. The theme of growth was central to this year's efforts, as our office focused on enhancing program accessibility, compliance clarity, and vendor engagement.

A key achievement was the successful update of the Code of Maryland Regulations (COMAR) governing the VSBE certification process. These updates addressed longstanding issues by cleaning up outdated language and introducing a clear, concise framework for certification procedures. This regulatory revision has laid a solid foundation for more efficient and transparent operations, ensuring that the program remains accessible to eligible vendors and that all parties are held to a consistent standard.

One notable improvement was the clarification of the commonly asked compliance question regarding counting certified VSBE participation toward contract goals. The updated regulation now specifies that a certified VSBE must be listed in the eMMA database at the time the contract is awarded for its participation to count. Furthermore, all payments made to a VSBE under a contract entered into while the business is certified will count toward the VSBE contract goal.

This change provides clarity for both agencies and contractors, helping ensure fair and accurate tracking of VSBE participation.

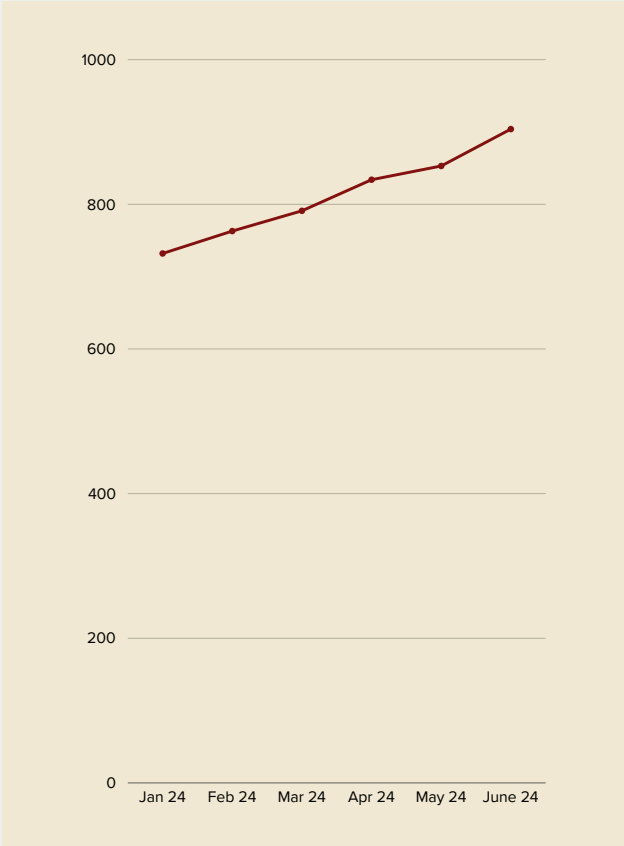
The program saw substantial growth in several key performance areas:

- **Increased Awards to VSBES:** The State of Maryland witnessed a two-fold increase in the number of contracts awarded to VSBES in FY2024 from the previous year, reflecting both the expansion of eligible businesses and the commitment to meeting VSBES goals.
- **Vendor Database Growth:** The vendor database grew by 41%, with the number of registered vendors rising from 638 at the start of Fiscal Year 2024 to 904 by Fiscal year-end (Figure 2). This expansion indicates a robust interest in the program and a growing pool of qualified vendors ready to participate in state contracts.
- **New Certifications:** In Fiscal Year 2024, 504 new businesses were certified as VSBES, while 186 expired businesses reentered the program after their certification expired. This illustrates the ongoing engagement with veteran-owned businesses and the program's positive impact on the local business ecosystem. It’s also worth noting that more than 50% of vendors fail to recertify each month, underscoring the importance of outreach and support to ensure continued participation.

Another important metric tracked in FY2024 is the Number of Veteran-Owned Small Business Enterprise (VSBES) vendors participating in state procurement. This KPI tracks the impact of the VSBES program, showcasing that 104 VSBES received payments under state contracts, further validating the program's effectiveness in supporting veteran-owned small businesses.

Overall, this fiscal year marked a year of robust growth and positive changes, laying the groundwork for future success and expanding opportunities for Maryland’s Veteran-owned businesses. The continued evolution of the VSBES program is a testament to the state's commitment to supporting its veteran entrepreneurs and ensuring they have the tools and resources needed to thrive in the competitive marketplace.

Figure 2: Vendor Database Growth



Veteran-Owned Small Business Enterprise

Performance



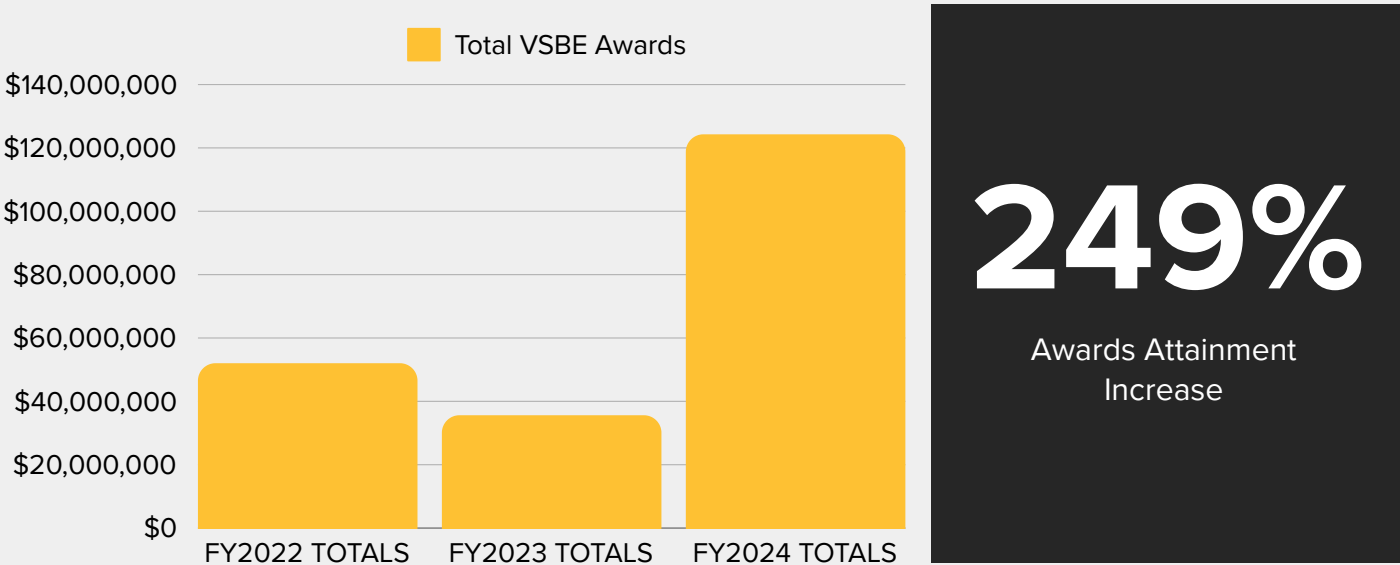
Awards:

The VSBE program demonstrated exponential growth in fiscal year 2024. A total of 30 units of the 51 participating units made awards to VSBES (Exhibit A). These units awarded 727 prime contracts and 68 subcontracts to VSBES. These figures show a clear indication of increased engagement with veteran-owned small businesses across the state.

Compared to Fiscal Year 2023, there was an increase in agency participation in reporting. In FY2024, 19 units did not make any awards to VSBES, down from 22 the previous year. This decline reflects an improvement in the inclusion of VSBES in contracting opportunities. Regarding total awarded contracts: in FY2024, the amount of awards to VSBES more than doubled from FY23, a total of 322, procuring 727 contracts to VSBES as prime contractors.

The financial impact of these awards has increased by 249%. In Fiscal Year 2023, the total amount awarded to VSBE was \$35.6 million. In FY2024, the total awarded amount surged to \$124.2 million (See figure 3). This dramatic increase in awarded dollars in procurement to VSBES proves that the program is increasingly influential, and that tangible opportunities are available for Veteran-owned businesses.

Figure 3: Total awards to VSBES in Past Three Fiscal Years



Another impressive feat of the VSBE program in Fiscal Year 2024 was the overall statewide participation rate, increasing by 144 percent (from 0.75% in FY23 to 1.83% in FY24).

Additionally, it is important to note that four agencies volunteered data this fiscal year: University of Maryland, College Park; the Maryland State Library Agency; Towson University; and the Governor's Office of Crime Control and Prevention. These four entities are not required to report. Therefore is, their data presented separately in Exhibit E.

These overall positive shifts in awards are a testament to the Governor's commitment to supporting Veteran-owned businesses and the team's outreach and engagement efforts to have VSBES recognized, included, and actively participating in state procurement. Additionally, the Department of Human Services, Department of Public Safety & Correctional Services, Department of Health, Department of General Services, and Maryland Transportation Authority each contributed significantly to the increase in numbers this year.



Payments:

The VSBE Program made it a priority to improve payment processing and reporting in FY2024. The system transition to eMMA (Electronic Maryland Marketplace Advantage) was implemented to streamline processes, enhance verification, and validate historical payments. This transition is part of an ongoing effort to improve data accuracy and efficiency, ensuring that payment records reflect the true level of support provided to veteran-owned small businesses.

This year marks a reset in reporting and data verification for the VSBE program, with newly implemented processes ensuring that payments are more complete and accurate moving forward. As a result, FY24 data presents the first year of verifiable and reliable payment datasets.

In Fiscal Year 2024, 0.66% of all statewide payments were received by VSBES (Exhibit B). It is important to note that these payments include procurement and awarding decisions made during previous administrations and have not yet fully accounted for recent legislative changes aimed at enhancing the VSBE program, or this administration's prioritization, which can be seen in the awards made in this year.

Veteran-Owned Small Business Enterprise

Outreach



Veterans are 45% more likely to start their own businesses, according to the U.S. Small Business Administration, consistent with the growth of the Veteran-Owned Small Business Enterprise (VSBE) Program highlighted in this report (Garcia, 2023). Continued outreach to the veteran community is one key factor that is essential to the program's ability to grow.

Despite remarkable progress this fiscal year, challenges remain, including technical disruptions in the VSBE application process, which affected new certifications and renewals. Additionally, over 50% of VSBEs fail to renew their certification within 30 days, potentially limiting participation and hindering program growth. The VSBE Compliance Manager is dedicated to addressing this through personalized outreach, and helping VSBEs through the process when they encounter difficulties.

The Governor's Office of Small, Minority & Women Business Affairs (GOSBA) hosted, participated in, and helped plan thirty events for veteran-owned small businesses, reaching over 1,300 individuals. All the reporting agencies reported attending a total of 236 events, 198 of which they participated in, and 38 which their agency or department directly hosted (See Exhibit D).

This was possible because of the partnerships and collaborations of stakeholders, who helped to bring free resources to Maryland’s socioeconomic business communities. Together, GOSBA and partners were able to spotlight businesses at key community events, host appreciation breakfasts, provide networking opportunities and workshops, and elevate women-veteran businesses.

Additionally, GOSBA relied on the guidance and subject matter expertise of the VSBE Advisory Committee, a legislatively mandated group to meet bi-annually, but consistent with their passion to serve and benefit the Maryland veteran small business community, in fiscal year 2024, the committee met on a quarterly basis.



Small Business Reserve (SBR)



Small Business Reserve (SBR)

Program Overview



Maryland's Small Business Reserve (SBR) Program, established in 2004, is a race- and gender-neutral program designed to provide prime contracting opportunities exclusively for small businesses. By creating an environment where small businesses compete only against one another, the program ensures a level playing field, free from competition with larger firms that possess greater resources.

To participate, for-profit businesses must meet the program's eligibility criteria and complete a self-certification process through Maryland's online procurement portal, eMaryland Marketplace Advantage (eMMA). Registration on eMMA is free, and businesses that meet the criteria can become Certified Small Businesses (CSBs) and gain access to the SBR Program. In most cases, businesses receive certification on the same day they apply. Once certified, small businesses are required to renew their certification annually.

The 66 units participating in the SBR Program in Fiscal Year 2024 were statutorily mandated to designate (or "set-aside") 15 percent of eligible procurements for CSBs at the prime contract level. Once a contract is designated for the SBR Program, only CSBs are eligible to receive the award. The procurement spend counted toward the 15 percent mandate is limited to payments resulting from SBR-designated contracts.

Eligible procurements ranging from \$50,000 to \$500,000 are automatically designated for the SBR Program, with no cap. Although not legislated, procurements exceeding \$500,000 may also be designated for the program. At any given time, approximately 20 percent of all open solicitations advertised on eMMA are designated as SBR.

Participating units are legally required to submit performance data to the Governor's Office of Small, Minority & Women Business Affairs (GOSBA) on an annual basis. However, the following entities did not report this year: Canal Place Preservation & Development Authority, the Maryland Department of Veterans & Military Families. Additionally, two entities that had reported voluntarily in the past did not provide performance data for this fiscal year: Morgan State University, Maryland Stadium Authority.

Small Business Reserve (SBR)

Highlights



“The team at the Governor's Office of Small, Minority & Women Business Affairs has been an excellent resource for the ATS organization over the years, from connecting us with Agency resources to providing networking opportunities and training. We have learned a lot from them and continue to value our partnership as we are always looking to establish new Prime and Subcontractor relationships. The world is all about who you know and GOSBA is a key resource in establishing connections in our community.”

Danielle Burnett, President of ATS

Ten units achieved or exceeded the 15 percent set-aside requirement during FY2024, and 28 units met or exceeded the overall 15 percent Total SBR Participation target. This indicates substantial engagement with the program across state agencies. The Motor Vehicle Administration (MVA), State Board of Elections, and Maryland State Police (MSP) were the top three units in terms of overall SBR payments, including both designated and non-designated spend. Two of these agencies shared their best practices and strategies for success, providing valuable insights that could help other units improve their performance (See Case Studies 1 & 2).

Additionally, some units achieved significant improvements in their designated SBR participation from FY2023 to FY2024, with the Lottery & Gaming Control Commission, Maryland State Archives, and the Maryland Tax Court showing the highest increases in their percentages.

The number of certified small businesses in eMMA plays a critical role in the SBR Program's success, influencing decisions regarding the designation of procurements. GOSBA has continued its efforts to expand the pool of certified vendors, both by increasing the number of newly certified businesses and by encouraging existing vendors to maintain their certification.

A key initiative launched in January 2023 that carried into fiscal year 2024 focused on strategic marketing, outreach, and training programs to grow the CSB pool. This campaign targeted businesses actively seeking Minority Business Enterprise (MBE) certification, as these businesses are often eligible for the SBR Program. As a result, the CSB database grew by 40 percent, from 3,400 vendors in January 2023 to over 4,900 certified vendors by the end of FY2024 (See Figure 4).

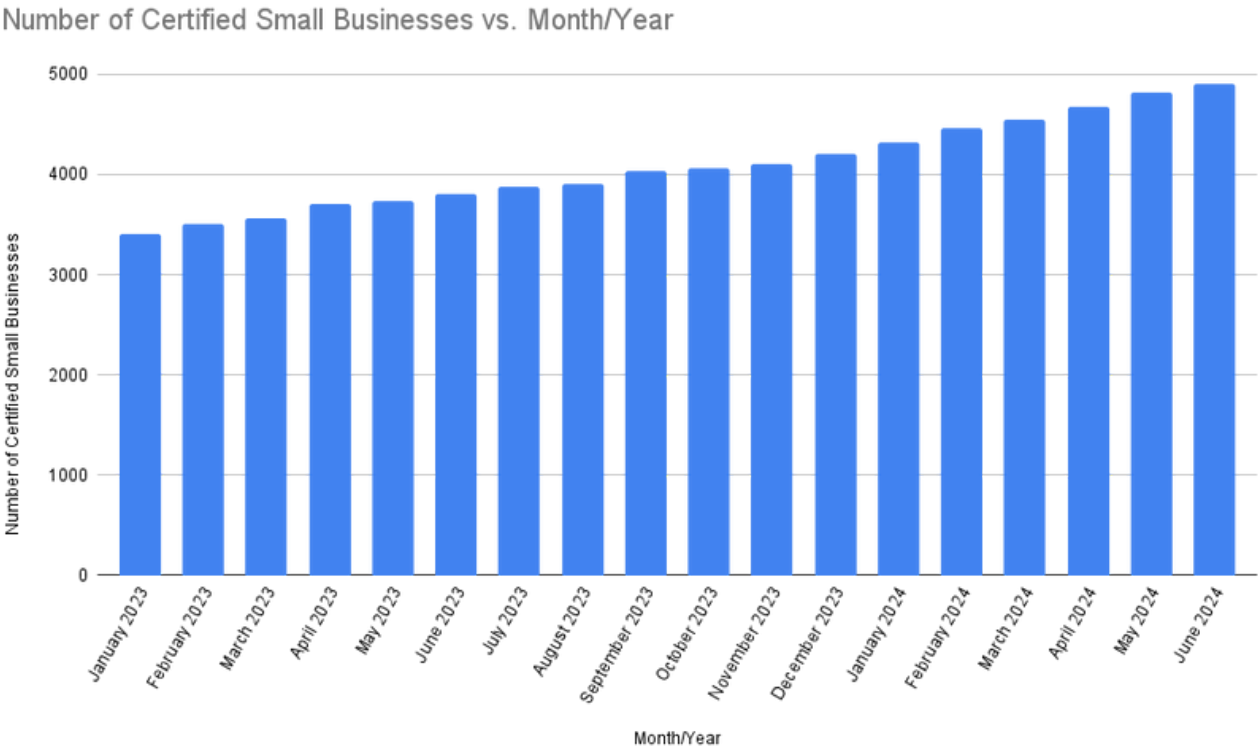


Figure 4: Number of Certified Small Businesses from January 2023 - June 2024



Maryland State Police- Achieving SBR Goals Through Teamwork and Outreach



Case Study 1

Achieving the SBR goal requires consistent effort and collaboration within the Maryland State Police (MDSP) team. There are five key strategies to their success:

1

Attending outreach events and connecting to known vendors is very important. Whether educating vendors about the SBR program or learning about the products and services they offer, the MDSP team continually prioritizes outreach and education opportunities for small businesses. These engagements help foster stronger connections, ensuring that vendors understand the value of the program while providing the MDSP team the opportunity to learn about their work.

2

Once businesses are certified as SBRs, the next step is to begin effectively communicating the outreach efforts and sharing details about the businesses the team is connected with to the procurement team and the other departments that gather quotes for special orders. Streamlining communication ensures that the small businesses engaged are considered during procurement processes.

3

Reaching the SBR goal is fundamentally a team effort. The buy-in from procurement teams in reaching the goal is important and plays a significant role in success. Prioritizing the identification of registered CSBs or businesses that could potentially qualify as CSBs prior to making procurement decisions improves chance of success. The MDSP team also follows up with vendors whose certification has expired to ensure they re-register and remain eligible for inclusion.

4

Leveraging state contracts, especially Department of Information and Technology (DoIT) contracts, also facilitates the ability to procure with CSBs. The largest percent of MDSP awards come from CSB IT companies.

5

Educating departments that have to procure, such as MDSP's Facilities Maintenance Department, on how to use the eMaryland Marketplace Advantage (eMMA) system, is of vital importance as well. It enables them to prioritize CSB vendors when needed and the procurement team knows to go back to them if they don't provide a quote from an CSB vendor.

Increasing SBR Procurement at the Motor Vehicle Administration (MVA)



Case Study 2

The Motor Vehicle Administration (MVA) employs a strategic approach to support Small Business Reserve (SBR) procurement, focusing on proactive designation, active engagement with small businesses, and the effective use of procurement tools.

MVA designates all applicable procurements as SBR by default, in line with Executive Orders and regulations. Procurement Officers conduct thorough research using eMMA, Google, and the DoIT master contractor list to identify small businesses. If a business is not a CSB, they are encouraged to apply.

MVA actively engages small businesses by reaching out to gauge their interest in solicitations and attending outreach events hosted by GOSBA. The Socioeconomic Manager and Procurement Officers build relationships with small businesses and track certification status, ensuring businesses are reminded to recertify before their certifications expire.

Finally, MVA maximizes the use of eMMA and commodity codes to ensure solicitations reach a diverse group of potential CSB vendors. By strategically using these tools, MVA ensures broad visibility and participation from small businesses.

Through these strategies, MVA effectively supports small business participation in the procurement process, ensuring greater inclusion and opportunity.

Small Business Reserve (SBR)

Performance



The primary data point used to measure the SBR Program's performance statewide is total eligible payment dollars, which reflects the financial impact of the program across participating entities (See Exhibit F). Total eligible payments across these units decreased from \$5.1 billion in the previous fiscal year to \$4.9 billion in the current fiscal year, representing a notable reduction.

Payments in the SBR Program are classified into three categories: non-designated SBR payments, designated SBR payments, and credit card payments. Credit card and non-designated payments refer to those made to a Certified Small Business (CSB) for a contract won on the open market, while designated SBR payments are made to CSBs for contracts specifically set aside for the SBR Program at the start of the procurement process, as identified in solicitation documents.

From FY2023 to FY2024, statewide participation in SBR designated contracts remained flat, with an average participation rate of 3 percent for both years. In FY2024, total SBR payments amounted to \$483 million, encompassing both designated and non-designated payments to CSB vendors. This marked a decrease compared to FY2023. Additionally, total eligible payments across all participating units fell by nearly \$250 million during FY2024. Full details of breakdown on payments by agency can be found in Exhibit F.

Over the past four years, the performance of the SBR Program has shown fluctuations. One significant factor contributing to the decline in payments is workflow disruptions in the certification and renewal process for CSBs. These disruptions prevented some State entities from designating procurements as SBR and impacted whether payments made to vendors could be counted toward SBR performance goals. Some agencies reported that vendors were not Certified Small Businesses or CSBs at the time of payment, further lowering the program's capture of eligible spend.

Ombudsman Unit



Ombudsman Unit

Overview



The MBE Ombudsman Unit, established under State Government Article §9–303.3, began operations in January 2024 under the Moore-Miller administration. The Ombudsman unit is dedicated to enhancing the state’s contracting process by resolving issues that arise between prime contractors, Minority Business Enterprises (MBEs), and state agencies.

The unit serves as a neutral intermediary, ensuring that Maryland's MBE program is effectively implemented, compliant with state regulations, and transparent in its operations. While the Ombudsman does not engage in legal investigations or make determinations of fault, the unit provides valuable support through advocacy, guidance, and conflict resolution.



Ombudsman Unit



Success Story: NJ3Q Technology's Achievement in the CATS+ Program

In September 2024, NJ3Q Technology, founded by Kiel Chesley, celebrated its third anniversary in the government contracting sector. Throughout this journey, the company has navigated various challenges and milestones, with one of the most significant being its recent award of a contract under the CATS+ program. This achievement follows a series of efforts involving the Governor's Office of Small, Minority & Women Business Affairs (GOSBA), the business owner, and the Department of General Services (DGS) to ensure that small and minority-owned businesses could continue to participate in these critical IT contracting opportunities despite changes to the process.

Through multiple discussions between Kiel Chesley, Glen Hubbard at DGS, and GOSBA, NJ3Q Technology was able to successfully engage with the newly structured CATS+ process. GOSBA played a vital role in facilitating connections between NJ3Q Technology and key state agency resources, providing critical support to navigate the evolving procurement process. As a result, NJ3Q Technology was able to secure a significant contract that will help the company continue its growth trajectory in the government contracting arena.

This success story exemplifies the Governor's Office of Small, Minority & Women Business Affairs' ongoing commitment to supporting the participation of small and minority-owned businesses in Maryland's state contracting processes, helping them overcome barriers and seize valuable opportunities. NJ3Q Technology's achievement under the CATS+ program is a testament to the positive impact of GOSBA's strategic efforts in fostering inclusivity and economic growth for Maryland's diverse business community.

"The team at GOSBA has connected our company to Agency resources and provided access to key contacts that have enabled our company to attain major Service Agreements, certifications, networking opportunities, and training. The company has benefited tremendously through this partnership and we are excited for the opportunity to continue the relationship as we scale."

Kiel Chesley, NJ3Q Technology

Ombudsman Unit

Highlights



The MBE Ombudsman unit is now fully staffed with the Ombudsman and three MBE Ombudsman Compliance Managers, allowing the unit to fully execute its legislatively mandated duties and support an expanded range of initiatives. In fiscal year 2024, the unit contributed to 28 research and policy initiatives, including work on bonding, liquidated damages, prompt payment, and procurement reform. One notable achievement was the overhaul of the MBE forms, which are currently undergoing final revisions through a workgroup of the Procurement Improvement Council.

The MBE Ombudsman unit participated in efforts to ensure the inclusion of disadvantaged businesses in the rebuild of the Francis Scott Key Bridge. These efforts, supported by the MBE Compliance team, included the review of three procurements worth an estimated \$195 million. Working collaboratively with the Maryland Transportation Authority resulted in securing approximately \$44 million in subcontracting opportunities for Maryland certified disadvantaged firms.

Additionally, the Ombudsman unit conducted a total of five group training sessions for internal staff on MBE program compliance, goal setting, and liquidated damages procedures. These efforts helped enhance the understanding and implementation of critical components of the MBE program.

The Ombudsman unit also developed and introduced the first Prime Contractor-focused Compliance Training, which will be held multiple times in fiscal year 2025. This initiative aims to improve compliance with MBE program requirements and foster better understanding of minority business inclusion in state contracts. In addition, further targeted training sessions are being developed to increase MBE program compliance across the board. Through these efforts, the MBE Ombudsman unit continues to promote systemic change, support minority businesses, and ensure greater equity in Maryland's procurement economy.

Ombudsman Unit

Performance



In fiscal year 2024, the MBE Ombudsman unit successfully advocated for numerous MBEs, taking on 18 cases, and facilitating the recapture of significant funds owed to them. In total, the unit recaptured \$4,962,331.52 for MBEs. Figure 7 provides a breakdown by industry of the recaptured dollars. The unit provided technical assistance to 31 vendors through one-on-one consultations, and delivered 48 internal and 20 external advice sessions to help state agencies and businesses navigate complex MBE program requirements (See Figures 5-8 for insights). Furthermore, the Ombudsman participated in 25 outreach events aimed at fostering better communication and collaboration between all stakeholders in the state procurement process.

Figure 5: Graphic of MBE Ombudsman Unit Performance

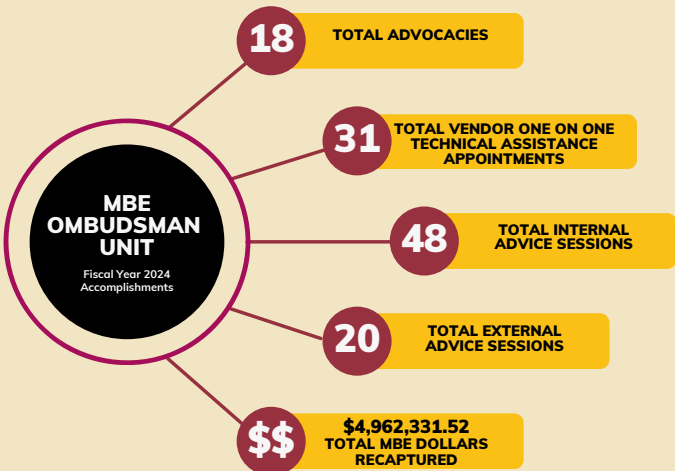


Figure 6: Cases by Industry

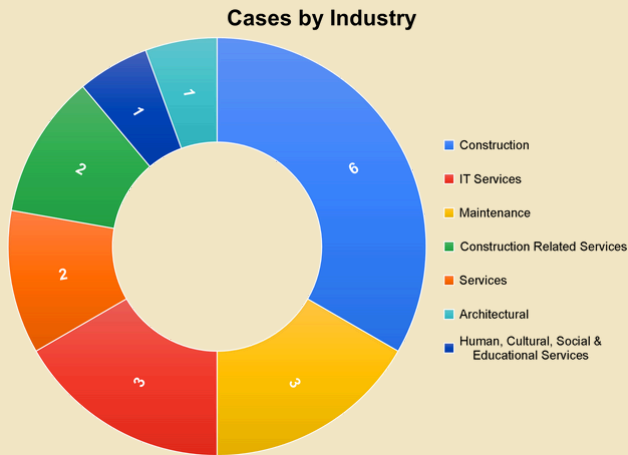


Figure 7: Cases by type of Complaint

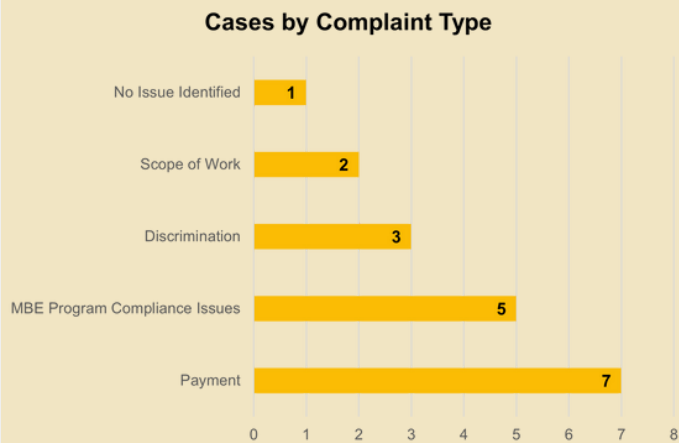
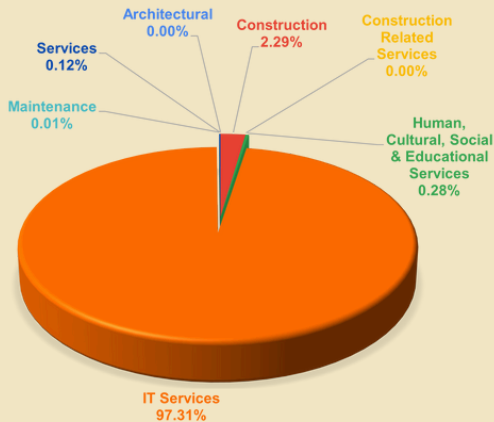


Figure 8: Percentage of Aggregate Dollars Recaptured by Industry



Minority Business Enterprise (MBE)



Minority Business Enterprise (MBE)

Overview



The Maryland Minority Business Enterprise (MBE) Program was established in 1978 with the primary goal of increasing the participation of minority-owned businesses in state contracting opportunities (Chapter 575, Acts of 1977, Article 41 Governor-Executive and Administrative Departments, currently, repealed and transferred to SF&P 14-301 - 14-309). The program was created in response to the need for a formal structure that would ensure equal access to public procurement for businesses owned by minorities, women, and other underrepresented groups.

The MBE Program aims to enhance economic opportunities for minority-owned businesses by promoting their participation in state contracts and procurement. The program's focus is to ensure that minority-owned businesses can successfully compete for state contracts, providing them with equal access to the state's procurement processes. By supporting the development and growth of these businesses, the MBE program helps stimulate economic growth and job creation in communities that have historically faced barriers to equal opportunities. Under the program, 72 state agencies and departments are required to participate. These agencies must work toward meeting their MBE participation goals by ensuring that contracts that are eligible provide subcontracting opportunities to certified minority-owned businesses.

To participate in the MBE program, businesses must first be certified by the Maryland Department of Transportation (MDOT). Certification involves an application process where businesses must provide proof of minority ownership (at least 51%) and meet certain eligibility criteria, including financial stability, capacity to perform work, and the necessary business experience. Once

certified, businesses must maintain their certification by submitting annual updates to ensure continued eligibility. These updates typically include current financial statements, tax returns, and proof of ongoing operations.

The Maryland MBE Program has an aspirational goal of ensuring that 29% of the total value of eligible state procurement opportunities are awarded to certified MBE firms. This goal reflects the state's commitment to inclusivity and the economic empowerment of minority-owned businesses. While it is not a mandatory quota, it serves as a benchmark to help guide state agencies and contractors in their efforts to engage minority-owned businesses. The 29% target is a reflection of the Administration's ongoing dedication to increasing participation and removing barriers for historically underrepresented groups in the state's contracting process.

In FY2024, 70 out of the 72 MBE participating agencies reported award data. Transit Administration and Veterans & Military Families, did not report award data. Eight agencies: Department of Planning, Department of Veterans & Military Families, Department of Budget & Management, Office of the Secretary of the Maryland Department of Transportation (TSO), Maryland Aviation Administration, Department of Natural Resources, Department of Emergency Management, and Morgan State University did not report payment data.



Minority Business Enterprise (MBE)

Highlights



Data from FY2024 represents significant opportunities provided to MBEs. Total awards to certified MBEs increased substantially to over \$2.2 Billion, and payments to MBEs increased as well to over \$1.6 Billion.

Additionally, GOSBA promotes rigorous compliance monitoring and effective contract management at the agency level to ensure contract goals are met. This guarantees that as procurement units expand MBE goals for state procurements, certified MBEs will have fair and equitable access to those additional opportunities, as intended.

As we move forward, GOSBA remains committed to collaborating with procurement units to enhance equity and diversity in contract goal setting.



Minority Business Enterprise (MBE)

Performance



MBE Program performance is measured by dollars awarded to MBE certified firms. In FY2024 Statewide spending among MBE participating units increased 50%. Similarly, total dollars awarded to MBEs increased significantly by 85% in FY2024. The increase in MBE awards during this fiscal year, resulted in the statewide MBE goal attainment rising to 21.95 percent, a 23% increase from FY2023 (See Figure 9).

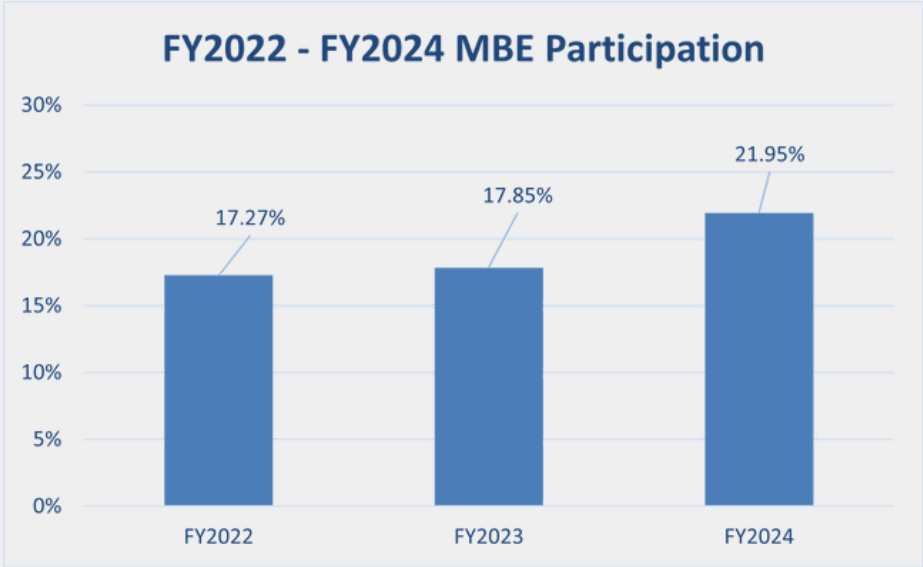


Figure 9: Change over time of MBE Participation

The MBE statewide attainment has not been at this level since 2015, almost ten years ago. This achievement highlights the renewed commitment of state procurement units to promote diversity and inclusion in state procurement, ensuring that opportunities are accessible to small and minority businesses. Our collective progress is indicative of the robust and inclusive procurement strategy that aligns with the state's mission to foster a more equitable economy.

Total MBE awards represent dollars awarded to certified MBEs operating as both prime contractors and subcontractors. Of the dollars awarded to MBE certified vendors, 76% was awarded to MBE subcontractors and 24% was awarded to MBE prime contractors (See Figure 10). This is significant as the utilization of more Minority Business Enterprise (MBE) subcontractors increases when contracts include MBE goals.

Services, Construction, and IT Services were the categories with the highest total dollar value of procurement awards; however, Services, Construction, and Engineering are the top three categories for MBE awards (See Figure 11).

Figure 10: Prime vs Sub MBE Awards

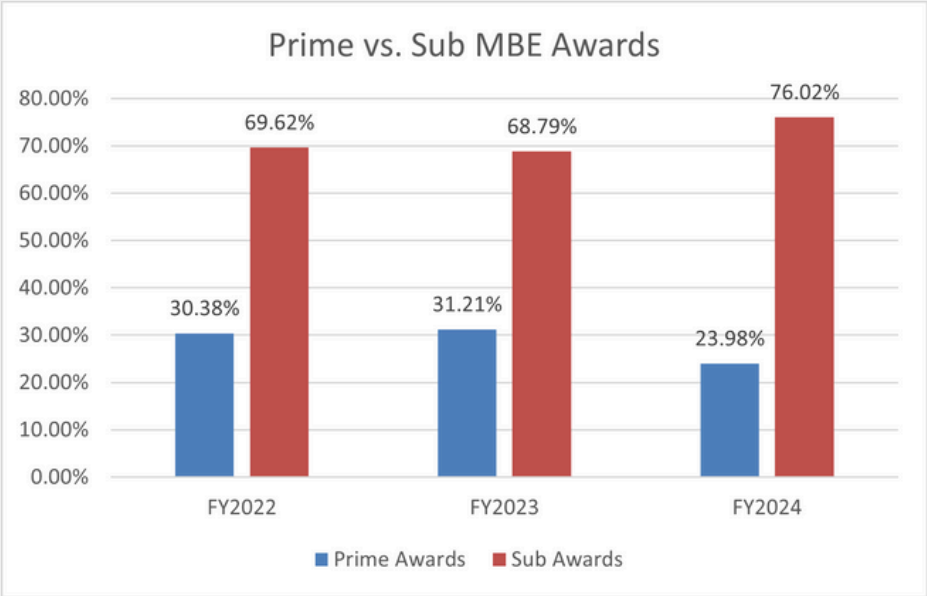
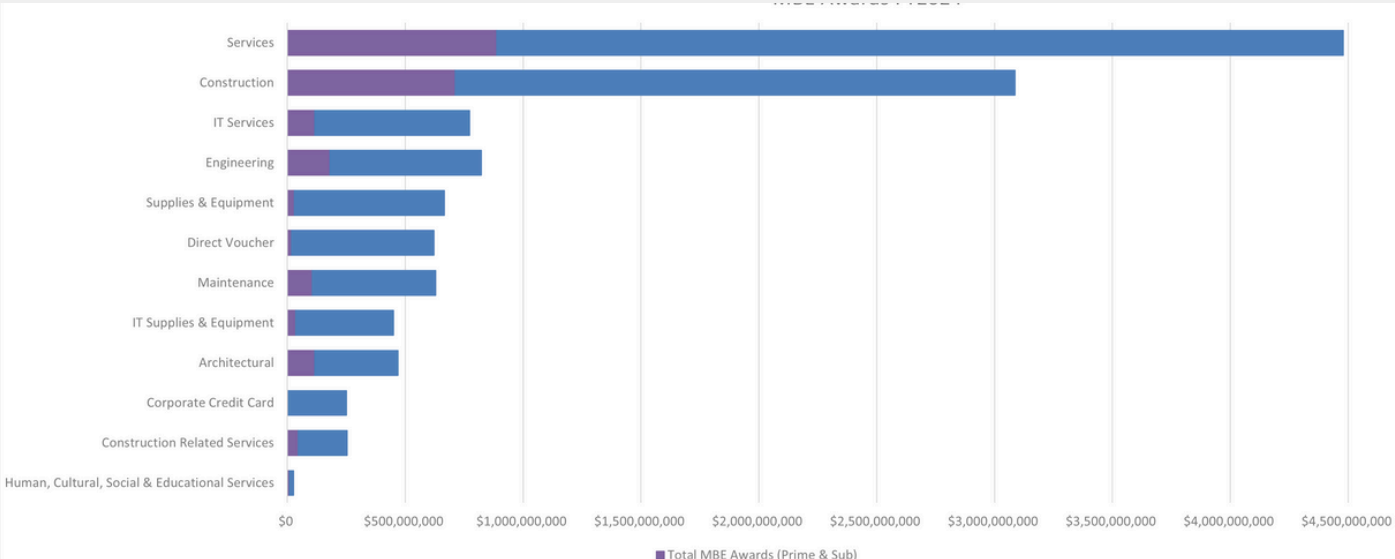


Figure 11: Total vs MBE Awards by Category of Work



Overall, payments to MBE firms increased by 64%, and the number of MBE firms to receive payments increased by 14% in FY2024. Payments to MBEs prime contractors increased by 161%, and payments to MBE subcontractors increased by 8%.

Fiscal year 2024 was the first year in which agencies and departments were required to report real property title insurance services awards to GOSBA. Of 71 participating agencies, 64 had no data to report, 5 were non-responsive, and two provided data (Exhibit Y). The Department of General Services awarded 9 contracts totaling \$180,000, with \$40,000 going to MBE Prime Contractors. The Transit Administration reported that one MBE Prime was awarded \$3.77 million and one MBE Subcontractor was awarded \$433,366 (Exhibit Z).

Minority Business Enterprise (MBE)

Compliance Assessment



71 Minority Business Enterprise (MBE) participating agencies, departments, and the Local Education Agencies (LEAs) under Public School Construction were required to submit an Annual Compliance Assessment. Of the 71 MBE participating entities, 35 reported that they did not have any eligible contracts to report. A total of 28 participating units provided data.

Eight units were non-responsive as they did not submit a compliance assessment report. These agencies included Aviation Administration, Baltimore City Community College, Department of Budget and Management, Department of Health, Salisbury University, The Secretary's Office of the Maryland Department of Transportation (TSO), University of Maryland, College Park, as well as the Department of Veterans and Military Families.

Thirteen participating units reported that 100% of their contracts met the MBE goals, resulting in an overall agency compliance rate of 100%. The Statewide aggregate compliance rate stands at 90.07%, reflecting a significant increase of 12% from 80.45% in FY2023 (See exhibits V and W).

Units cited several mitigating factors that led to contracts not meeting MBE goals. These mitigating factors included lack of available MBE firm staff, changes to scope of work, Prime contractors not receiving the full award or having their contracts terminated, or MBE firms completing work on the contract for less than the anticipated amount.

The implementation of the Annual Compliance Assessment requirement has highlighted the need for enhanced compliance training for contract monitors and managers, as well as for MBE liaisons within procurement units. Because of this, the Ombudsman unit has developed and begun targeted compliance training for fiscal year 2024 that will continue in 2025. Insights gleaned from the inaugural year of compliance assessment submissions will be instrumental in shaping future training initiatives and developing additional best practices and policies.

Although Public School Construction is also an MBE participating unit, it is currently not required to provide a consolidated compliance assessment. However, the Public School Local Education Agencies (LEAs) are requested to submit an assessment individually. Six LEAs provided compliance data. Their compliance data is listed separately (See Exhibit X).

The agency's overall agency compliance represents the aggregate compliance rate across all completed contracts for the fiscal year.

Conclusion



This year's report highlights significant strides in Maryland's socioeconomic programs, with both the Minority Business Enterprise (MBE) and Veteran-Owned Small Business Enterprise (VSBE) programs experiencing increases in participation and total awards. These improvements reflect the effectiveness of our targeted efforts to support small, minority, and veteran-owned businesses. The Small Business Reserve (SBR) program has maintained a steady performance, continuing to provide vital opportunities for small businesses across the state.

A major accomplishment this year is the introduction of the Ombudsman Unit's first reports, which reveal the successful recovery of \$4.9 million dollars for MBE businesses. This marks a critical step in ensuring fair access to state contracts and addressing barriers that have historically hindered minority business participation.

Our outreach efforts have reached new levels of success, with metrics reflecting a steady increase in engagement. The rise in the number of events organized, hosted, and participated in has resulted in broader program participation and deeper connections with stakeholders, directly contributing to the growth of Maryland's small business community.

This year also marks a key milestone with the first time GOSBA is including data on real property titling services awards, demonstrating our commitment to innovation, transparency, and continuous improvement in supporting Maryland's business ecosystem.

The success of the programs is further supported by the leadership of Special Secretary Martinez and Governor Moore. Their unwavering commitment and active involvement have been pivotal in ensuring the continued growth and effectiveness of the socioeconomic procurement programs. Their leadership has not only provided guidance but has also galvanized the necessary support to drive meaningful outcomes for small, minority, women, and veteran-owned businesses across Maryland.

As we look to the future, we remain committed to strengthening these programs and expanding opportunities, fostering an even more inclusive and dynamic business environment for all Maryland entrepreneurs.

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Appendix

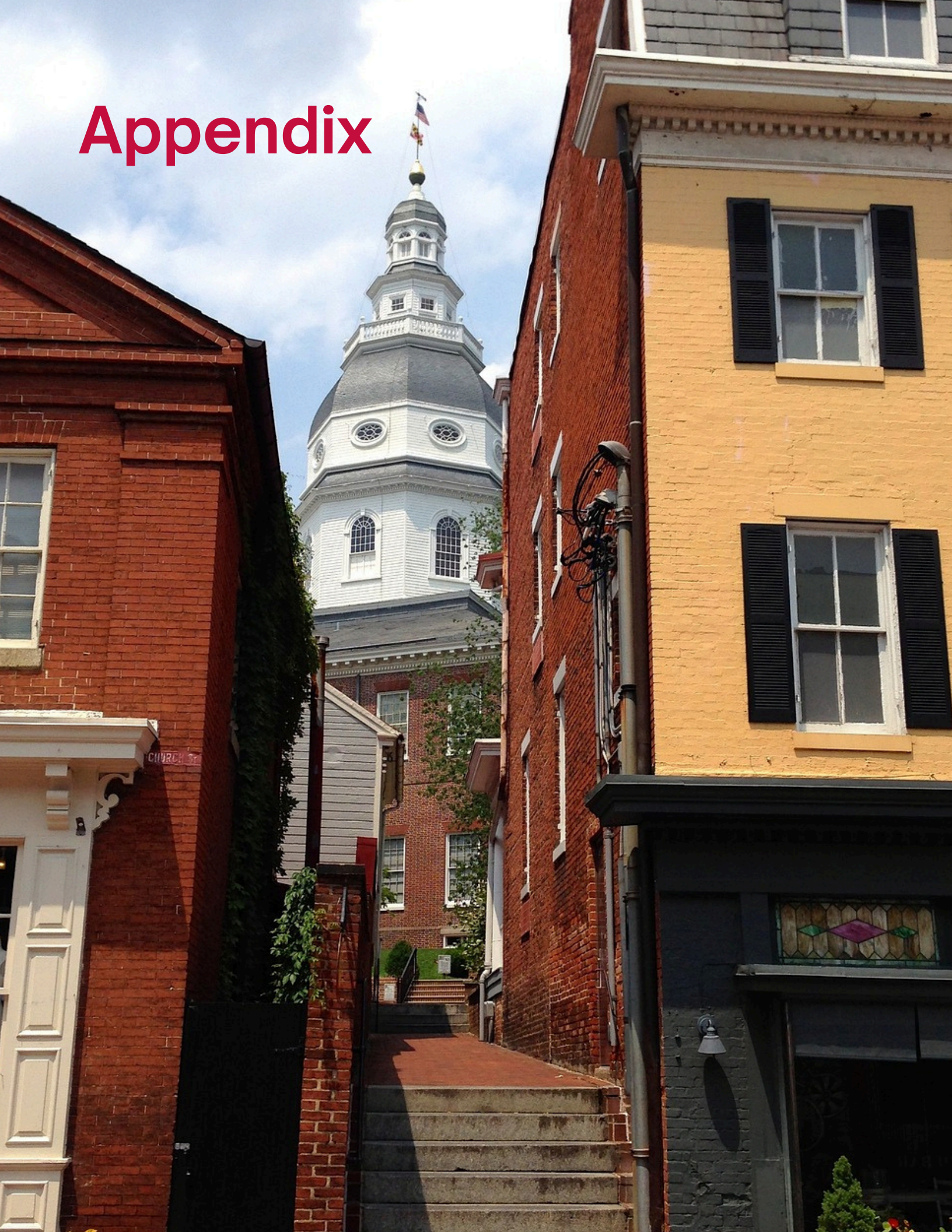


Exhibit A: FY2024 VSBE Awards by Participating Agency/Department

Fiscal Year 2024					
State Procurement Agency / Department	VSBE Prime Awards	VSBE Subcontract Awards	Total VSBE Awards	Total All Awards	% VSBE Participation
AGING	\$0.00	\$0.00	\$0.00	\$2,240,229.00	0.00%
AGRICULTURE	\$207,862.00	\$0.00	\$207,862.00	\$4,238,774.00	4.90%
ARCHIVES	\$2,645.00	\$0.00	\$2,645.00	\$1,278,588.00	0.21%
ASSESSMENTS & TAXATION	\$0.00	\$0.00	\$0.00	\$10,766,952.00	0.00%
ATTORNEY GENERAL	\$0.00	\$0.00	\$0.00	\$1,340,566.00	0.00%
AVIATION ADMINISTRATION	\$2,400,122.00	\$508,500.00	\$2,908,622.00	\$116,521,354.00	2.50%
BOARD OF PUBLIC WORKS	\$0.00	\$0.00	\$0.00	\$24,992.00	0.00%
BUDGET & MANAGEMENT	\$100.00	\$170,000.00	\$170,100.00	\$70,868,800.00	0.24%
COMMERCE	\$0.00	\$0.00	\$0.00	\$8,608,967.00	0.00%
COMMISSION ON CIVIL RIGHTS	\$0.00	\$0.00	\$0.00	\$122,190.00	0.00%
COMPTROLLER	\$215,017.00	\$123,024.00	\$338,041.00	\$58,505,303.00	0.58%
EDUCATION	\$283,168.00	\$0.00	\$283,168.00	\$293,622,739.00	0.10%
EMERGENCY MANAGEMENT	\$0.00	\$0.00	\$0.00	\$3,504,059.00	0.00%
ENVIRONMENT	\$79,290.00	\$309,506.00	\$388,796.00	\$14,082,463.00	2.76%
EXECUTIVE DEPARTMENT	\$0.00	\$0.00	\$0.00	\$5,026,197.00	0.00%
GENERAL SERVICES	\$8,214,465.00	\$4,409,119.00	\$12,623,584.00	\$594,062,714.00	2.12%
HEALTH	\$103,852.00	\$14,528,219.00	\$14,632,071.00	\$561,676,471.00	2.61%
HIGHER EDUCATION COMMISSION	\$0.00	\$0.00	\$0.00	\$2,180,463.00	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$134,399.00	\$93,750.00	\$228,149.00	\$16,217,077.00	1.41%
HUMAN SERVICES	\$48,538,246.00	\$2,169,824.00	\$50,708,070.00	\$184,248,496.00	27.52%
INFORMATION TECHNOLOGY	\$310,792.00	\$0.00	\$310,792.00	\$187,694,671.00	0.17%
INSURANCE ADMINISTRATION	\$55,737.00	\$0.00	\$55,737.00	\$3,030,111.00	1.84%
JUVENILE SERVICES	\$288.00	\$0.00	\$288.00	\$29,581,163.00	0.00%
LABOR	\$82,875.00	\$0.00	\$82,875.00	\$61,957,074.00	0.13%
LOTTERY & GAMING CONTROL	\$0.00	\$0.00	\$0.00	\$136,825,136.00	0.00%
MILITARY DEPARTMENT	\$121,892.00	\$0.00	\$121,892.00	\$2,620,625.00	4.65%
MOTOR VEHICLE ADMINISTRATION	\$77,991.00	\$22,036.00	\$100,027.00	\$7,366,199.00	1.36%
NATURAL RESOURCES	\$300,400.00	\$0.00	\$300,400.00	\$74,304,527.00	0.40%
PEOPLE'S COUNSEL	\$869.00	\$0.00	\$869.00	\$3,439,583.00	0.03%
PLANNING	\$108,544.00	\$0.00	\$108,544.00	\$2,162,167.00	5.02%
PORT ADMINISTRATION	\$123,188.00	\$0.00	\$123,188.00	\$83,977,665.00	0.15%
PUBLIC BROADCASTING COMMISSION	\$0.00	\$0.00	\$0.00	\$13,877,858.00	0.00%
PUBLIC DEFENDER	\$26,126.00	\$0.00	\$26,126.00	\$5,719,202.00	0.46%
PUBLIC SAFETY & CORRECTIONAL SERVICE	\$1,470,583.00	\$26,176,518.00	\$27,647,101.00	\$2,143,987,636.00	1.29%
PUBLIC SERVICE COMMISSION	\$0.00	\$0.00	\$0.00	\$1,480,346.00	0.00%
SCHOOL FOR THE DEAF	\$8,625.00	\$0.00	\$8,625.00	\$5,126,719.00	0.17%
STATE BOARD OF ELECTIONS	\$41,283.00	\$0.00	\$41,283.00	\$12,607,729.00	0.33%
STATE HIGHWAY ADMINISTRATION	\$793,361.00	\$200,000.00	\$993,361.00	\$1,377,862,544.00	0.07%
STATE POLICE	\$297,378.00	\$0.00	\$297,378.00	\$46,556,380.00	0.64%
STATE PROSECUTOR	\$0.00	\$0.00	\$0.00	\$108,219.00	0.00%
STATE RETIREMENT AGENCY	\$209,989.00	\$0.00	\$209,989.00	\$2,950,884.00	7.12%
SUBSEQUENT INJURY FUND	\$0.00	\$0.00	\$0.00	\$45,331.00	0.00%
SUPPLEMENTAL RETIREMENT	\$0.00	\$0.00	\$0.00	\$333,265.00	0.00%
TAX COURT	\$0.00	\$0.00	\$0.00	\$2,107.00	0.00%
TRANSIT ADMINISTRATION	\$68,418.00	\$0.00	\$68,418.00	\$17,114,888.00	0.40%
TRANSPORTATION (TSO)	\$0.00	\$0.00	\$0.00	\$39,214,452.00	0.00%
TRANSPORTATION AUTHORITY	\$6,704,070.00	\$4,591,538.00	\$11,295,608.00	\$538,078,774.00	2.10%
TREASURER'S	\$0.00	\$0.00	\$0.00	\$35,455,489.00	0.00%
WORKER'S COMPENSATION COMMISSION	\$0.00	\$0.00	\$0.00	\$4,489,708.00	0.00%
FY2024 TOTALS	\$70,981,575	\$53,302,034	\$124,283,609	\$6,787,107,846	1.83%

Exhibit B: FY2024 Percentage of VSBE Awards by Agency and Prime and Subcontracts

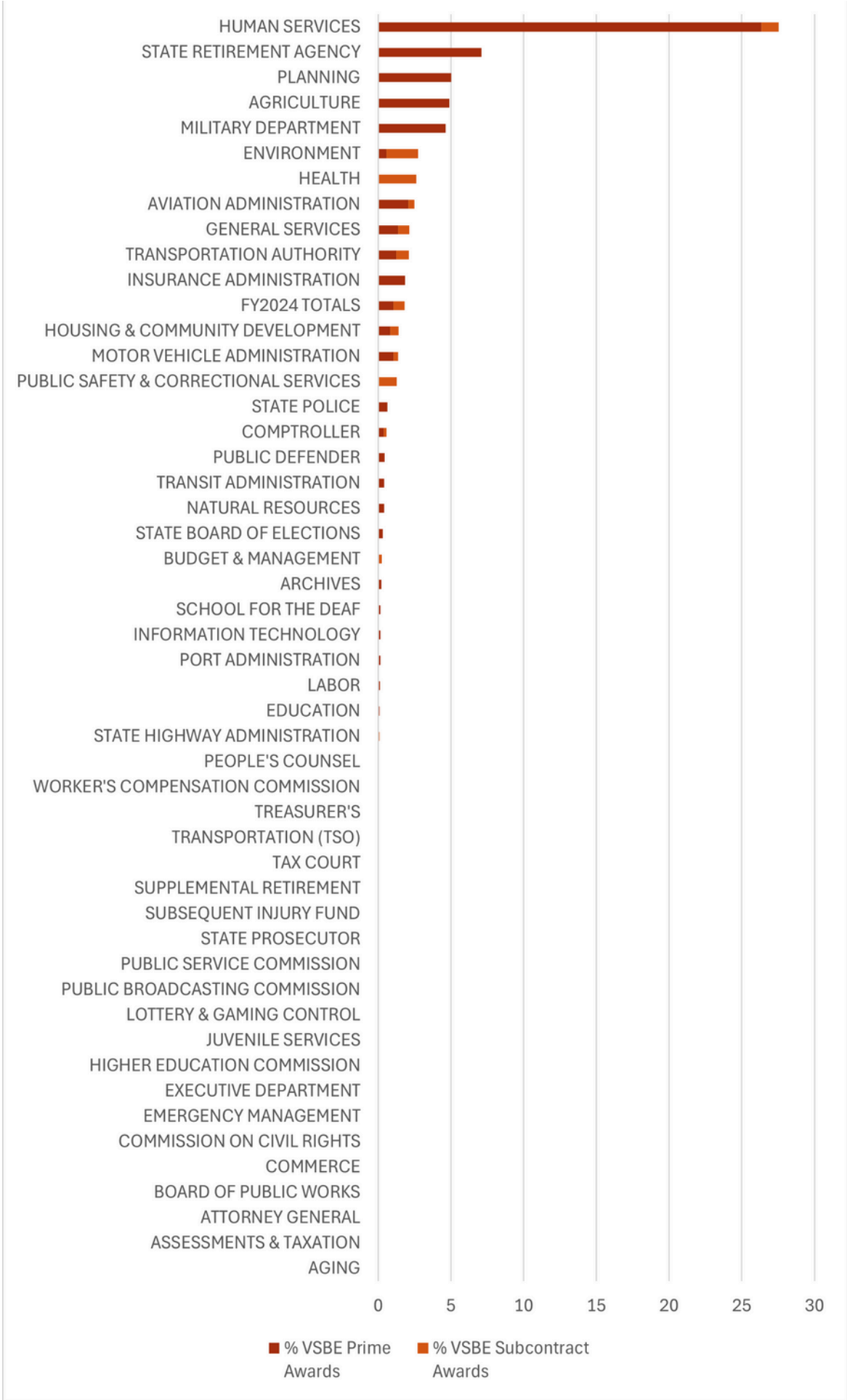


Exhibit C: FY2024 Percentage of VSBE Payments by Participating Agency/Department

Fiscal Year 2024			
State Procurement Agency / Department	VSBE Payments Prime & Subcontractor	Total All Payments	VSBE Participation %
AGING	\$0.00	\$2,240,229.00	0.00%
AGRICULTURE	\$207,862.00	\$3,953,365.00	5.26%
ARCHIVES	\$2,645.00	\$1,421,782.00	0.19%
ASSESSMENTS & TAXATION	\$0.00	\$8,484,358.00	0.00%
ATTORNEY GENERAL'S OFFICE	\$0.00	\$729,366.00	0.00%
AVIATION	\$263,210.00	\$74,828,609.00	0.35%
BOARD OF PUBLIC WORKS	\$0.00	\$24,992.00	0.00%
BUDGET & MANAGEMENT	\$336,869.00	\$17,093,665.00	1.97%
COMMERCE	\$0.00	\$1,120,219.00	0.00%
COMMISSION ON CIVIL RIGHTS	\$0.00	\$108,096.00	0.00%
COMPTROLLER	\$224,166.00	\$72,517,205.00	0.31%
EDUCATION	\$932,244.00	\$133,226,092.00	0.70%
EMERGENCY MANAGEMENT	\$0.00	\$5,898,609.00	0.00%
ENVIRONMENT	\$1,890.00	\$7,736,899.00	0.02%
EXECUTIVE DEPARTMENT	\$0.00	\$5,026,197.00	0.00%
GENERAL SERVICES	\$5,578,723.00	\$128,481,136.00	4.34%
HEALTH	\$539,561.00	\$377,462,729.00	0.14%
HIGHER EDUCATION COMMISSION	\$0.00	\$2,180,463.00	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$352,006.00	\$21,383,738.00	1.65%
HUMAN SERVICES	\$5,027,423.00	\$151,061,928.00	3.33%
INFORMATION TECHNOLOGY	\$366,577.00	\$114,064,827.00	0.32%
INSURANCE ADMINISTRATION	\$55,736.00	\$6,472,581.00	0.86%
JUVENILE SERVICES	\$34,357.00	\$59,518,656.00	0.06%
LABOR	\$58,149.00	\$60,140,146.00	0.10%
LOTTERY	\$0.00	\$87,284,509.00	0.00%
MILITARY	\$646,932.00	\$3,834,741.00	16.87%
MOTOR VEHICLE ADMINISTRATION	\$686,402.00	\$39,075,127.00	1.76%
NATURAL RESOURCES	\$297,379.00	\$12,100,683.00	2.46%
PEOPLES COUNSEL	\$869.00	\$3,739,361.00	0.02%
PLANNING	\$108,544.00	\$2,162,167.00	5.02%
PORT ADMINISTRATION	\$467,796.00	\$33,980,024.00	1.38%
PUBLIC BROADCASTING COMMISSION	\$0.00	\$13,877,858.00	0.00%
PUBLIC DEFENDER	\$38,394.00	\$9,486,169.00	0.40%
PUBLIC SAFETY & CORRECTIONS	\$2,080,417.00	\$443,275,741.00	0.47%
PUBLIC SERVICE COMMISSION	\$0.00	\$1,480,346.00	0.00%
SCHOOL FOR THE DEAF	\$8,625.00	\$5,656,886.00	0.15%
STATE BOARD OF ELECTIONS	\$38,455.00	\$30,218,182.00	0.13%
STATE HIGHWAY	\$1,577,768.00	\$956,524,930.00	0.16%
STATE POLICE	\$902,807.00	\$40,684,910.00	2.22%
STATE PROSECUTOR	\$0.00	\$166,030.00	0.00%
STATE RETIREMENT AGENCY	\$208,751.00	\$6,772,285.00	3.08%
SUBSEQUENT INJURY FUND	\$0.00	\$47,392.00	0.00%
SUPPLEMENTAL RETIREMENT	\$0.00	\$222,883.00	0.00%
TAX COURT	\$0.00	\$2,107.00	0.00%
TRANSIT ADMINISTRATION	\$68,418.00	\$50,922,147.00	0.13%
TRANSPORTATION (TSO)	\$0.00	\$1,563,483.00	0.00%
TRANSPORTATION AUTHORITY	\$1,963,330.00	\$515,426,862.00	0.38%
TREASURER'S	\$10,033.00	\$16,616,078.00	0.06%
WORKERS COMPENSATION	\$101,008.00	\$5,132,294.00	1.97%
STATE OF MARYLAND TOTAL	\$23,187,346	\$3,535,429,082	0.66%

Exhibit D: FY2024 Veteran Outreach Assessment

Fiscal Year 2024			
Agency Name	Outreach Events Hosted	Events Attended	Total Outreach Events
Aging	0	0	0
Agriculture	0	0	0
Archives	0	1	1
Assessments & Taxation	0	2	2
Attorney General's Office	0	2	2
Aviation Administration	2	5	7
Board of Elections	0	0	0
Board of Public Works	0	0	0
Commerce	0	3	3
Commission on Civil Rights	0	0	0
Comptroller	3	27	30
Department of General Services	23	7	30
Education	0	2	2
Emergency Management	0	0	0
Environment	0	0	0
Executive Department	0	0	0
Governor's Office of Crime Control & Prevention	0	0	0
Health	0	5	5
Higher Education Commission	1	1	2
Housing & Community Development	0	2	2
Human Services	0	0	0
Information Technology	0	0	0
Insurance Administration	2	0	2
Juvenile Services	0	2	2
Labor	0	1	1
Lottery & Gaming Control	0	1	1
Maryland School For the Deaf	0	0	0
Maryland State Library	0	0	0
Maryland Transit Admin	1	3	4
Military	0	3	3
Motor Vehicle Administration	0	1	1
Natural Resources	0	1	1
People's Counsel	0	0	0
Planning	0	0	0
Police	1	6	7
Port Authority	0	2	2
Public Defender	0	0	0
Public Safety & Corrections	0	4	4
Public Service Commission	0	0	0
Public Television	0	1	1
State Highway Administration	0	0	0
State Prosecutor	0	0	0
State Retirement	0	0	0
Subsequent Injury Fund	0	0	0
Supplemental Retirement	0	0	0
Tax Court	0	0	0
Towson University	1	10	11
Transit Administration	1	4	5
Transportation Authority	3	12	15
Treasurer's Office	0	2	2
University of Maryland College Park	0	88	88
Workers Compensation Commission	0	0	0
TOTAL	38	198	236

Exhibit E: Volunteered Participating Agency/Department Data

Fiscal Year 2024 Awards					
State Procurement Agency / Department	VSBE Prime Awards	VSBE Subcontract Awards	Total VSBE Awards	Total All Awards	% VSBE Participation
UMD, COLLEGE PARK	\$237,580.00	\$0.00	\$237,580.00	\$694,792,778.00	0.03%
LIBRARY	\$0.00	\$0.00	\$0.00	\$881,350.00	0.00%
TOWSON	\$62,916.00	\$18,160.00	\$81,076.00	\$62,040,118.00	0.13%
GOV OFFICE OF CRIME PREVENTION POLICY	\$0.00	\$29,340.00	\$29,340.00	\$1,789,346.00	1.64%
Fiscal Year 2024 Payments					
State Procurement Agency / Department	VSBE Payments Prime & Subcontractor	Total All Payments	VSBE Participation %		
UMD, COLLEGE PARK	\$0.00	\$634,268,844.00	0.00%		
GOV OFFICE OF CRIME PREVENTION POLICY	\$0.00	\$179,940.00	0.00%		
LIBRARY	\$0.00	\$637,602.00	0.00%		
TOWSON	\$64,733.00	\$61,821,527.00	0.10%		

Exhibit F: FY2024 SBR Agency/Department Participation - Payments

Fiscal Year 2024							
Procurement Agency/Department	SBR Designated Payments	Non-Designated Payments	SBR Credit Card Payments	Total SBR Payments	Total All Payments	Total SBR Participation	Designated SBR Participation
AGING	\$23,586	\$193,846	\$5,586	\$217,432	\$933,677	23.3%	2.5%
AGRICULTURE	\$88,694	\$520,957	\$3,624	\$609,651	\$7,919,912	7.7%	1.1%
ARCHIVES	\$816,115	\$40,723	\$0	\$856,838	\$1,486,257	57.7%	54.9%
ASSESSMENTS & TAXATION	\$26,809	\$0	\$26,809	\$26,809	\$8,952,448	0.3%	0.3%
ATTORNEY GENERAL	\$372,940	\$330,828	\$62,592	\$703,768	\$1,516,975	46.4%	24.6%
AVIATION ADMINISTRATION	\$3,592,513	\$7,850,867	\$1,638,430	\$11,443,380	\$209,127,426	5.5%	1.7%
BALTIMORE CITY COMMUNITY COLLEGE	\$2,665,221	\$730,452	\$10,528	\$3,406,202	\$10,729,679	31.7%	24.8%
BOWIE STATE UNIVERSITY	\$1,400,505	\$270,088	\$17,231	\$1,670,593	\$26,707,371	6.3%	5.2%
BUDGET & MANAGEMENT	\$229	\$6,934,145	\$229	\$6,934,374	\$17,093,665	40.6%	0.0%
COMMERCE	\$132,838	\$1,136,927	\$1,993	\$1,269,765	\$5,154,530	24.6%	2.6%
COMMISSION ON CIVIL RIGHTS	\$4,438	\$6,674	\$4,438	\$11,112	\$261,152	4.3%	1.7%
COMPTROLLER	\$312,151	\$21,923,185	\$71,358	\$22,235,336	\$69,402,911	32.0%	0.4%
COPPIN STATE UNIVERSITY	\$1,081,141	\$1,523,988	\$34,190	\$2,605,129	\$20,734,216	12.6%	5.2%
EDUCATION	\$1,721,304	\$27,411,410	\$272,092	\$29,132,714	\$136,833,398	21.3%	1.3%
EMERGENCY MANAGEMENT	\$0	\$26,841	\$0	\$26,841	\$1,369,806	2.0%	0.0%
ENVIRONMENT	\$315,309	\$837,669	\$18,384	\$1,152,978	\$7,527,236	15.3%	4.2%
ENVIRONMENTAL SERVICE	\$10,829,388	\$6,681,773	\$23,540	\$17,511,160	\$95,694,696	18.3%	11.3%
EXECUTIVE DEPARTMENT	\$230,368	\$74,059	\$370	\$304,427	\$5,949,066	5.1%	3.9%
FROSTBURG STATE UNIVERSITY	\$110,262	\$554,563	\$110,262	\$664,825	\$8,919,020	7.5%	1.2%
GENERAL SERVICES	\$3,391,172	\$20,232,407	\$27,255	\$23,623,579	\$126,221,912	18.7%	2.7%
GOVERNOR'S OFFICE OF CRIME PREVENTION AND POLICY	\$8,633	\$27,078	\$8,633	\$35,711	\$297,382	12.0%	2.9%
HEALTH	\$3,261,452	\$30,335,471	\$691,216	\$33,596,923	\$575,841,270	5.8%	0.6%
HIGHER EDUCATION COMMISSION	\$0	\$663,441	\$0	\$663,441	\$874,797	75.8%	0.0%
HOUSING & COMMUNITY DEVELOPMENT	\$1,381,626	\$8,683,343	\$15,963	\$10,064,969	\$20,854,812	48.3%	6.6%
HUMAN SERVICES	\$8,434,341	\$29,715,269	\$319,663	\$38,149,610	\$197,157,572	19.3%	4.3%
INFORMATION TECHNOLOGY	\$115,731	\$6,746,191	\$889	\$6,861,922	\$93,170,261	7.4%	0.1%
INSURANCE ADMINISTRATION	\$281,587	\$443,841	\$50,322	\$725,428	\$4,422,360	16.4%	6.4%
JUVENILE SERVICES	\$2,263,412	\$5,613,453	\$34,870	\$7,876,865	\$59,518,656	13.2%	3.8%
LABOR	\$1,891,721	\$1,259,737	\$90,604	\$3,151,458	\$60,140,146	5.2%	3.1%
LOTTERY & GAMING CONTROL	\$1,157,118	\$70,294	\$205,736	\$1,227,412	\$1,655,319	74.1%	69.9%
MARYLAND STATE LIBRARY	\$30	\$32,135	\$30	\$32,165	\$463,041	6.9%	0.0%
MILITARY DEPARTMENT	\$1,364,262	\$493,350	\$122,496	\$1,857,612	\$4,705,325	39.5%	29.0%
MOTOR VEHICLE ADMINISTRATION	\$8,564,186	\$2,382,799	\$120,917	\$10,946,984	\$34,430,364	31.8%	24.9%
NATURAL RESOURCES	\$1,654,258	\$3,844,379	\$184,809	\$5,498,637	\$68,298,352	8.1%	2.4%
PEOPLE'S COUNSEL	\$869	\$192,855	\$869	\$193,724	\$363,537	5.3%	0.0%
PLANNING	\$159,145	\$85,133	\$13,723	\$244,278	\$1,058,788	23.1%	15.0%
PORT ADMINISTRATION	\$5,323,878	\$1,022,658	\$50,975	\$6,346,537	\$41,989,607	15.1%	12.7%
PROSECUTOR'S OFFICE	\$158	\$7,719	\$158	\$7,877	\$66,752	11.8%	0.2%
PUBLIC DEFENDER'S OFFICE	\$422,564	\$395,050	\$27,514	\$817,614	\$20,991,537	3.9%	2.0%
PUBLIC SAFETY & CORRECTIONS	\$799,071	\$22,957,320	\$146,969	\$23,756,392	\$365,311,296	6.5%	0.2%
PUBLIC SERVICE COMMISSION	\$315,730	\$49,115	\$591	\$364,845	\$2,671,023	13.7%	11.8%
PUBLIC TELEVISION	\$160,671	\$735,413	\$2,747	\$896,085	\$27,738,338	3.2%	0.6%
PUBLIC WORKS	\$2,114	\$0	\$2,114	\$2,114	\$29,852	7.1%	7.1%
SALISBURY UNIVERSITY	\$2,315,400	\$2,276,202	\$351,259	\$4,591,602	\$22,845,740	20.1%	10.1%
SCHOOL FOR THE DEAF	\$38,050	\$488,133	\$38,050	\$526,183	\$4,120,606	12.8%	0.9%
STATE BOARD OF ELECTIONS	\$6,045,575	\$1,839,025	\$0	\$7,884,600	\$30,270,558	26.0%	20.0%
STATE HIGHWAY ADMINISTRATION	\$8,841,596	\$23,506,617	\$188,426	\$32,348,213	\$274,862,065	11.8%	3.2%
STATE POLICE	\$9,953,029	\$1,917,389	\$421,574	\$11,870,418	\$59,415,494	20.0%	16.8%
STATE RETIREMENT AGENCY	\$301,899	\$815,213	\$57,281	\$1,117,112	\$5,709,782	19.6%	5.3%
SUBSEQUENT INJURY FUND	\$7,269	\$1,020	\$7,269	\$8,289	\$60,546	13.7%	12.0%
SUPPLEMENTAL RETIREMENT	\$985	\$0	\$985	\$985	\$302,765	0.3%	0.3%
TAX COURT	\$2,701	\$0	\$2,701	\$2,701	\$5,317	50.8%	50.8%
TOWSON UNIVERSITY	\$1,299,888	\$6,936,258	\$766,118	\$8,236,146	\$61,821,527	13.3%	2.1%
TRANSIT ADMINISTRATION	\$5,697,701	\$12,880,775	\$188,988	\$18,578,477	\$423,650,807	4.4%	1.3%
TRANSPORTATION (TSO)	\$2,500,232	\$8,996,702	\$44,046	\$11,496,934	\$60,944,229	18.9%	4.1%
TRANSPORTATION AUTHORITY	\$2,598,713	\$11,284,277	\$237,638	\$13,882,990	\$515,426,862	2.7%	0.5%
TREASURER'S OFFICE	\$747,183	\$0	\$14,116	\$747,183	\$17,088,524	4.4%	4.4%
U OF MD BALTIMORE	\$1,360,017	\$11,430,804	\$1,055,472	\$12,790,821	\$246,876,016	5.2%	0.6%
U OF MD, BALTIMORE COUNTY	\$1,002,493	\$4,514,756	\$572,648	\$5,517,249	\$75,672,025	7.3%	1.3%
U OF MD, COLLEGE PARK	\$16,537,184	\$36,083,476	\$360,328	\$52,621,359	\$602,662,381	8.7%	2.7%
U OF MD, EASTERN SHORE	\$629,063	\$16,599,067	\$60,554	\$17,228,130	\$81,616,756	21.1%	0.8%
U OF MD, GLOBAL CAMPUS	\$151,296	\$2,458,009	\$1,912	\$2,609,306	\$26,490,888	9.8%	0.6%
UNIVERSITY OF BALTIMORE	\$352,549	\$312,603	\$85,827	\$665,153	\$14,382,744	4.6%	2.5%
WORKERS' COMPENSATION COMMISSION	\$309,634	\$2,504,665	\$45,420	\$2,814,299	\$4,655,747	60.4%	6.7%
FY2024 STATEWIDE TOTAL	\$125,369,997	\$357,882,437	\$8,921,331	\$483,263,666	\$4,876,767,119	9.9%	2.6%

Exhibit G: FY2024 MBE Awards by Participating Agency/Department

Participating Agency/Department	Fiscal Year 2024				
	Total Prime MBE Awards	Total Subcontract MBE Awards	Total MBE Awards	Total ALL Awards	% MBE Participation
AGING	\$96,715	\$0	\$96,715	\$866,778	11.16%
AGRICULTURE	\$246,772	\$0	\$246,772	\$3,978,111	6.20%
ARCHIVES	\$98,112	\$16,971	\$115,083	\$1,278,588	9.00%
ASSESSMENTS & TAXATION	\$245,614	\$0	\$245,614	\$5,878,223	4.18%
ATTORNEY GENERAL	\$126,205	\$0	\$126,205	\$969,843	13.01%
AVIATION ADMINISTRATION	\$5,575,140	\$18,239,074	\$23,814,214	\$116,519,731	20.44%
BALTIMORE CITY COMMUNITY COLLEGE	\$638,657	\$425,127	\$1,063,784	\$8,495,270	12.52%
BOWIE STATE UNIVERSITY	\$1,785,212	\$0	\$1,785,212	\$29,250,338	6.10%
BUDGET & MANAGEMENT	\$217,355	\$1,889,475	\$2,106,830	\$70,868,799	2.97%
CANAL PLACE PRESERVATION	\$17,582	\$0	\$17,582	\$95,225	18.46%
COMMERCE	\$6,560,948	\$112,500	\$6,673,448	\$8,608,967	77.52%
COMMISSION ON CIVIL RIGHTS	\$6,282	\$0	\$6,282	\$93,235	6.74%
COMPTROLLER	\$3,715,996	\$3,799,299	\$7,515,295	\$58,505,302	12.85%
COPPIN STATE UNIVERSITY	\$3,866,954	\$912,546	\$4,779,500	\$21,915,612	21.81%
EDUCATION	\$63,772,142	\$0	\$63,772,142	\$291,383,277	21.89%
EMERGENCY MANAGEMENT	\$7,908	\$0	\$7,908	\$138,885	5.69%
ENVIRONMENT	\$352,352	\$1,733,230	\$2,085,582	\$11,952,036	17.45%
ENVIRONMENTAL SERVICES	\$21,873,014	\$23,070,186	\$44,943,200	\$134,406,620	33.44%
EXECUTIVE DEPARTMENT	\$112,669	\$0	\$112,669	\$5,026,196	2.24%
FOOD CENTER AUTHORITY	\$209,996	\$53,247	\$263,243	\$1,312,629	20.05%
FROSTBURG STATE UNIVERSITY	\$257,023	\$0	\$257,023	\$9,035,596	2.84%
GENERAL SERVICES	\$95,230,626	\$49,609,654	\$144,840,280	\$675,767,037	21.43%
GOVERNOR'S OFFICE OF CRIME PREVENTION	\$356	\$264,058	\$264,414	\$1,856,161	14.25%
HEALTH	\$25,629,608	\$54,951,902	\$80,581,510	\$631,099,220	12.77%
HEALTH BENEFIT EXCHANGE	\$22,026,514	\$2,556,460	\$24,582,974	\$70,724,077	34.76%
HIGHER EDUCATION COMMISSION	\$454,160	\$780	\$454,940	\$2,180,463	20.86%
HOUSING & COMMUNITY DEVELOPMENT	\$5,217,519	\$1,331,319	\$6,548,838	\$16,217,076	40.38%
HUMAN SERVICES	\$6,320,131	\$66,131,046	\$72,451,177	\$186,196,042	38.91%
INFORMATION TECHNOLOGY	\$23,632,785	\$38,772,430	\$62,405,215	\$262,894,236	23.74%
INSURANCE ADMINISTRATION	\$1,001,510	\$0	\$1,001,510	\$3,030,111	33.05%
JUVENILE SERVICES	\$6,049,979	\$108,480	\$6,158,459	\$39,781,163	15.48%
LABOR	\$1,941,586	\$336,997	\$2,278,583	\$61,957,074	3.68%
LOTTERY & GAMING CONTROL	\$638,731	\$25,470,884	\$26,109,615	\$136,789,496	19.09%
MARYLAND STATE LIBRARY	\$2,673	\$0	\$2,673	\$878,707	0.30%
MILITARY DEPARTMENT	\$686,660	\$0	\$686,660	\$2,493,602	27.54%
MORGAN STATE UNIVERSITY	\$238,135	\$14,688,181	\$14,926,316	\$256,988,902	5.81%
MOTOR VEHICLE ADMINISTRATION	\$1,198,367	\$651,751	\$1,850,118	\$7,366,199	25.12%
NATURAL RESOURCES	\$1,903,067	\$4,510,026	\$6,413,093	\$108,068,574	5.93%
PEOPLE'S COUNSEL	\$66,520	\$0	\$66,520	\$3,439,583	1.93%
PLANNING	\$71,368	\$27,627	\$98,995	\$2,573,269	3.85%
PORT ADMINISTRATION	\$5,084,438	\$8,651,908	\$13,736,346	\$83,977,665	16.36%
PUBLIC BROADCASTING COMMISSION	\$109,291	\$0	\$109,291	\$5,782,051	1.89%
PUBLIC DEFENDER	\$1,453,632	\$0	\$1,453,632	\$8,620,030	16.86%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$1,286,399	\$608,975,324	\$610,261,723	\$2,143,987,636	28.46%
PUBLIC SCHOOL CONSTRUCTION	\$50,231,587	\$215,040,594	\$265,272,181	\$888,766,042	29.85%
PUBLIC SERVICE COMMISSION	\$121,191	\$85,500	\$206,691	\$660,946	31.27%
PUBLIC WORKS	\$0	\$0	\$0	\$21,969	0.00%
SAINT MARY'S COLLEGE OF MARYLAND	\$4,788,070	\$0	\$4,788,070	\$39,181,879	12.22%
SALISBURY UNIVERSITY	\$1,868,355	\$333,823	\$2,202,178	\$24,047,068	9.16%
SCHOOL FOR THE DEAF	\$285,680	\$0	\$285,680	\$3,229,852	8.84%
STADIUM AUTHORITY	\$4,322,042	\$84,135,548	\$88,457,590	\$538,299,860	16.43%
STATE BOARD OF ELECTIONS	\$4,727,573	\$436,500	\$5,164,073	\$12,607,729	40.96%
STATE HIGHWAY ADMINISTRATION	\$92,559,376	\$278,625,073	\$371,184,449	\$1,377,562,545	26.95%
STATE POLICE	\$7,449,769	\$164,249	\$7,614,018	\$59,972,984	12.70%
STATE PROSECUTOR	\$158	\$0	\$158	\$108,219	0.15%
STATE RETIREMENT AGENCY	\$881,770	\$0	\$881,770	\$2,950,885	29.88%
SUBSEQUENT INJURY FUND	\$130	\$0	\$130	\$31,095	0.42%
SUPPLEMENTAL RETIREMENT	\$985	\$0	\$985	\$166,863	0.59%
TAX COURT	\$0	\$0	\$0	\$2,107	0.00%
TOWSON UNIVERSITY	\$4,228,205	\$4,568,296	\$8,796,501	\$62,040,117	14.18%
TRANSPORTATION (TSO)	\$7,375,824	\$856,203	\$8,232,027	\$39,214,453	20.99%
TRANSPORTATION AUTHORITY	\$17,225,496	\$89,407,830	\$106,633,326	\$538,078,775	19.82%
TREASURER	\$243,620	\$1,204,125	\$1,447,745	\$35,455,489	4.08%
U OF MD, BALTIMORE	\$4,800,485	\$50,504,026	\$55,304,511	\$369,955,643	14.95%
U OF MD, BALTIMORE COUNTY	\$1,596,250	\$7,503,763	\$9,100,013	\$77,234,953	11.78%
U OF MD, COLLEGE PARK	\$17,505,100	\$52,788,426	\$70,293,526	\$600,963,772	11.70%
U OF MD, EASTERN SHORE	\$5,144,268	\$594,961	\$5,739,229	\$62,135,572	9.24%
U OF MD, GLOBAL CAMPUS	\$660,229	\$923,516	\$1,583,745	\$31,067,736	5.10%
UNIVERSITY OF BALTIMORE	\$1,152,770	\$337,711	\$1,490,481	\$14,706,038	10.14%
WORKER'S COMPENSATION COMMISSION	\$3,829,408	\$0	\$3,829,408	\$4,446,005	86.13%
STATE OF MARYLAND TOTAL	\$541,025,044	\$1,714,800,626	\$2,255,825,670	\$10,276,156,231	21.95%

Exhibit H: FY2024 MBE Awards by Classification

Fiscal Year 2024					
FY 2024 MBE Classification	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards	Total MBE Awards (%)	Total Statewide Awards (%)
African American Total	\$110,140,578	\$706,492,936	\$816,633,514	36.20%	7.95%
<i>African American</i>	\$92,584,939	\$453,371,614	\$545,956,553	24.20%	5.36%
<i>African American Women</i>	\$17,555,639	\$253,121,322	\$270,676,961	12.00%	0.91%
Asian American Total	\$168,632,169	\$233,491,690	\$402,123,859	17.83%	3.91%
<i>Asian American</i>	\$143,626,300	\$131,742,566	\$275,368,866	12.21%	3.26%
<i>Asian American Woman</i>	\$25,005,869	\$101,749,124	\$126,754,993	5.62%	0.71%
Hispanic American Total	\$67,823,332	\$357,064,020	\$424,887,352	18.84%	4.13%
<i>Hispanic American</i>	\$61,384,129	\$157,383,939	\$218,768,068	9.70%	2.13%
<i>Hispanic American Woman</i>	\$6,439,203	\$199,680,081	\$206,119,284	9.14%	0.10%
Native American Total	\$4,389,534	\$24,885,036	\$29,274,570	1.30%	0.28%
<i>Native American</i>	\$4,358,001	\$22,318,907	\$26,676,908	1.18%	0.26%
<i>Native American Women</i>	\$31,533	\$2,566,129	\$2,597,662	0.12%	0.01%
Women	\$188,760,060	\$388,327,484	\$577,087,544	25.58%	5.62%
Disabled	\$1,266,649	\$0	\$1,266,649	0.06%	0.02%
Disadvantaged	\$12,722	\$4,539,460	\$4,552,182	0.20%	0.05%
Total MBE Awards	\$541,025,044	\$1,714,800,626	\$2,255,825,670	100.00%	21.95%
TOTAL Statewide Awards					\$10,276,156,231

Exhibit I: FY2024 MBE Awards by Procurement Category

Fiscal Year 2024					
Procurement Category	MBE Prime Awards	MBE Subcontract Awards	Total MBE Awards (Prime & Sub)	Total ALL Awards (Including MBE)	% MBE Participation
Architectural	\$34,703,741	\$81,366,926	\$116,070,667	\$353,610,460	32.82%
Engineering	\$2,902,182	\$177,423,829	\$180,326,011	\$642,290,172	28.08%
Construction	\$179,298,749	\$532,420,242	\$711,718,991	\$2,375,637,178	29.96%
Construction Related Services	\$1,158,289	\$44,386,691	\$45,544,980	\$208,761,351	21.82%
Maintenance	\$59,353,270	\$45,910,990	\$105,264,260	\$523,465,175	20.11%
Services	\$134,566,133	\$752,526,227	\$887,092,360	\$3,592,545,739	24.69%
Supplies & Equipment	\$18,450,910	\$10,487,844	\$28,938,754	\$637,394,228	4.54%
IT Services	\$54,599,380	\$61,209,472	\$115,808,852	\$657,048,395	17.63%
IT Supplies & Equipment	\$33,618,863	\$996,534	\$34,615,397	\$416,356,934	8.31%
Human, Cultural, Social & Educational Services	\$0	\$8,071,871	\$8,071,871	\$18,668,651	43.24%
Corporate Credit Card	\$4,716,160	\$0	\$4,716,160	\$245,848,436	1.92%
Direct Voucher	\$17,657,367	\$0	\$17,657,367	\$604,529,512	2.92%
Totals	\$541,025,044	\$1,714,800,626	\$2,255,825,670	\$10,276,156,231	21.95%

Exhibit J: FY2024 Industry Category: Architectural

Fiscal Year 2024 Industry Category: Architectural					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
BALTIMORE CITY COMMUNITY COLLEGE	\$0	\$0	\$0	\$138,468	0.00%
FOOD CENTER AUTHORITY	\$0	\$35,000	\$35,000	\$567,303	6.17%
GENERAL SERVICES	\$20,955,291	\$27,671,496	\$48,626,787	\$102,866,802	47.27%
MORGAN STATE UNIVERSITY	\$0	\$292,954	\$292,954	\$34,600,978	0.85%
PORT ADMINISTRATION	\$3,200,000	\$1,500,000	\$4,700,000	\$13,200,000	35.61%
SALISBURY UNIVERSITY	\$0	\$84,072	\$84,072	\$217,054	38.73%
STADIUM AUTHORITY	\$0	\$1,601,230	\$1,601,230	\$8,234,288	19.45%
TRANSPORTATION AUTHORITY	\$10,000,000	\$45,420,000	\$55,420,000	\$179,000,000	30.96%
U OF MD, BALTIMORE	\$307,718	\$4,346,082	\$4,653,800	\$7,796,394	59.69%
U OF MD, BALTIMORE COUNTY	\$240,732	\$360,342	\$601,074	\$1,614,958	37.22%
U OF MD, COLLEGE PARK	\$0	\$55,750	\$55,750	\$5,374,215	1.04%
TOTAL	\$34,703,741	\$81,366,926	\$116,070,667	\$353,610,460	32.82%

Exhibit K: FY2024 Industry Category: Engineering

Fiscal Year 2024 Industry Category: Engineering					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
ENVIRONMENTAL SERVICES	\$282,976	\$2,588,502	\$2,871,478	\$10,467,500	27.43%
FOOD CENTER AUTHORITY	\$0	\$0	\$0	\$4,700	0.00%
MORGAN STATE UNIVERSITY	\$0	\$258,085	\$258,085	\$570,458	45.24%
SALISBURY UNIVERSITY	\$3,550	\$0	\$3,550	\$264,439	1.34%
STADIUM AUTHORITY	\$109,477	\$125,924	\$235,401	\$985,655	23.88%
STATE HIGHWAY ADMINISTRATION	\$2,000,000	\$172,913,858	\$174,913,858	\$620,250,000	28.20%
TOWSON UNIVERSITY	\$0	\$63,525	\$63,525	\$453,044	14.02%
U OF MD, BALTIMORE	\$0	\$155,217	\$155,217	\$3,917,333	3.96%
U OF MD, BALTIMORE COUNTY	\$47,900	\$259,021	\$306,921	\$2,173,200	14.12%
U OF MD, COLLEGE PARK	\$458,279	\$1,059,697	\$1,517,976	\$3,142,073	48.31%
U OF MD, EASTERN SHORE	\$0	\$0	\$0	\$49,000	0.00%
U OF MD, GLOBAL CAMPUS	\$0	\$0	\$0	\$12,770	0.00%
TOTAL	\$2,902,182	\$177,423,829	\$180,326,011	\$642,290,172	28.08%

Exhibit L: FY2024 Industry Category: Construction

Fiscal Year 2024					
Industry Category: Construction					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AVIATION ADMINISTRATION	\$652,839	\$3,327,143	\$3,979,982	\$16,184,832	24.59%
BALTIMORE CITY COMMUNITY COLLEGE	\$414,917	\$393,445	\$808,362	\$2,200,268	36.74%
COPPIN STATE UNIVERSITY	\$862,646	\$0	\$862,646	\$2,778,778	31.04%
ENVIRONMENT	\$0	\$0	\$0	\$419,618	0.00%
ENVIRONMENTAL SERVICES	\$8,930,194	\$15,869,316	\$24,799,510	\$79,486,488	31.20%
GENERAL SERVICES	\$68,179,826	\$21,678,658	\$89,858,484	\$265,625,656	33.83%
JUVENILE SERVICES	\$135,248	\$0	\$135,248	\$457,460	29.56%
MORGAN STATE UNIVERSITY	\$0	\$0	\$0	\$74,400,955	0.00%
MOTOR VEHICLE ADMINISTRATION	\$353,104	\$651,751	\$1,004,855	\$1,722,329	58.34%
NATURAL RESOURCES	\$0	\$0	\$0	\$85,650	0.00%
PORT ADMINISTRATION	\$0	\$7,054,048	\$7,054,048	\$43,250,385	16.31%
PUBLIC SCHOOL CONSTRUCTION	\$50,231,587	\$185,794,314	\$236,025,901	\$722,913,556	32.65%
SAINT MARY'S COLLEGE OF MARYLAND	\$4,315,948	\$0	\$4,315,948	\$22,489,822	19.19%
STADIUM AUTHORITY	\$556,306	\$79,712,838	\$80,269,144	\$224,959,733	35.68%
STATE HIGHWAY ADMINISTRATION	\$44,013,731	\$104,006,857	\$148,020,588	\$551,808,532	26.82%
STATE PROSECUTOR	\$0	\$0	\$0	\$49,330	0.00%
TRANSPORTATION (TSO)	\$0	\$47,200	\$47,200	\$174,750	27.01%
TRANSPORTATION AUTHORITY	\$0	\$41,952,091	\$41,952,091	\$248,654,135	16.87%
U OF MD, BALTIMORE	\$532,872	\$30,288,868	\$30,821,740	\$38,167,985	80.75%
U OF MD, BALTIMORE COUNTY	\$0	\$85,425	\$85,425	\$774,804	11.03%
U OF MD, COLLEGE PARK	\$100,359	\$41,558,288	\$41,658,647	\$79,012,940	52.72%
U OF MD, EASTERN SHORE	\$19,172	\$0	\$19,172	\$19,172	100.00%
STATE OF MARYLAND TOTAL	\$179,298,749	\$532,420,242	\$711,718,991	\$2,375,637,178	29.96%

Exhibit M: FY2024 Industry Category: Construction Related Services

Fiscal Year 2024					
Industry Category: Construction Related Services					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
FROSTBURG STATE UNIVERSITY	\$0	\$0	\$0	\$2,600,387	0.00%
GENERAL SERVICES	\$30,980	\$0	\$30,980	\$910,504	3.40%
HEALTH	\$0	\$0	\$0	\$11,126	0.00%
MORGAN STATE UNIVERSITY	\$0	\$14,137,142	\$14,137,142	\$17,380,458	81.34%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$132,092	\$0	\$132,092	\$3,980,718	3.32%
PUBLIC SCHOOL CONSTRUCTION	\$0	\$29,246,280	\$29,246,280	\$165,852,486	17.63%
SAINT MARY'S COLLEGE OF MARYLAND	\$85,000	\$0	\$85,000	\$2,032,382	4.18%
STADIUM AUTHORITY	\$16,410	\$325,617	\$342,027	\$2,749,165	12.44%
STATE HIGHWAY ADMINISTRATION	\$252,798	\$0	\$252,798	\$2,063,790	12.25%
TOWSON UNIVERSITY	\$0	\$0	\$0	\$343,240	0.00%
TRANSPORTATION (TSO)	\$0	\$47,200	\$47,200	\$174,750	27.01%
U OF MD, COLLEGE PARK	\$641,009	\$630,452	\$1,271,461	\$10,391,495	12.24%
U OF MD, EASTERN SHORE	\$0	\$0	\$0	\$270,850	0.00%
TOTAL	\$1,158,289	\$44,386,691	\$45,544,980	\$208,761,351	21.82%

Exhibit N: FY2024 Industry Category: Maintenance

Fiscal Year 2024					
Industry Category: Maintenance					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AVIATION ADMINISTRATION	\$4,461,923	\$13,961,931	\$18,423,854	\$89,387,714	20.61%
BALTIMORE CITY COMMUNITY COLLEGE	\$179,673	\$31,682	\$211,355	\$382,974	55.19%
BOWIE STATE UNIVERSITY	\$1,187,095	\$0	\$1,187,095	\$4,443,819	26.71%
COPPIN STATE UNIVERSITY	\$0	\$606,298	\$606,298	\$2,842,399	21.33%
FOOD CENTER AUTHORITY	\$22,463	\$0	\$22,463	\$90,143	24.92%
FROSTBURG STATE UNIVERSITY	\$0	\$0	\$0	\$722,704	0.00%
GENERAL SERVICES	\$1,187,066	\$0	\$1,187,066	\$7,537,825	15.75%
HEALTH	\$0	\$0	\$0	\$240,272	0.00%
HEALTH BENEFIT EXCHANGE	\$0	\$0	\$0	\$92,810	0.00%
HUMAN SERVICES	\$77,689	\$0	\$77,689	\$84,965	91.44%
JUVENILE SERVICES	\$258,238	\$0	\$258,238	\$1,094,225	23.60%
LABOR	\$0	\$0	\$0	\$198,826	0.00%
MILITARY DEPARTMENT	\$473,570	\$0	\$473,570	\$1,376,730	34.40%
MOTOR VEHICLE ADMINISTRATION	\$251,344	\$0	\$251,344	\$895,696	28.06%
NATURAL RESOURCES	\$0	\$0	\$0	\$272,522	0.00%
PLANNING	\$0	\$0	\$0	\$16,614	0.00%
PORT ADMINISTRATION	\$145,996	\$0	\$145,996	\$145,996	100.00%
PUBLIC BROADCASTING COMMISSION	\$0	\$0	\$0	\$1,575	0.00%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$451,721	\$198,273	\$649,994	\$26,874,625	2.42%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$0	\$0	\$418,699	0.00%
SALISBURY UNIVERSITY	\$292,452	\$249,751	\$542,203	\$10,682,615	5.08%
SCHOOL FOR THE DEAF	\$0	\$0	\$0	\$144,010	0.00%
STADIUM AUTHORITY	\$0	\$1,601,687	\$1,601,687	\$7,907,558	20.26%
STATE HIGHWAY ADMINISTRATION	\$39,085,208	\$1,704,358	\$40,789,566	\$158,160,835	25.79%
STATE POLICE	\$281,942	\$0	\$281,942	\$947,527	29.76%
TOWSON UNIVERSITY	\$881,706	\$4,411,870	\$5,293,576	\$12,824,461	41.28%
TRANSPORTATION (TSO)	\$0	\$117,450	\$117,450	\$328,022	35.81%
TRANSPORTATION AUTHORITY	\$488,825	\$0	\$488,825	\$8,631,709	5.66%
U OF MD, BALTIMORE	\$1,389,022	\$15,713,859	\$17,102,881	\$70,876,654	24.13%
U OF MD, BALTIMORE COUNTY	\$637,074	\$6,566,637	\$7,203,711	\$34,765,235	20.72%
U OF MD, COLLEGE PARK	\$7,097,651	\$0	\$7,097,651	\$66,210,698	10.72%
U OF MD, EASTERN SHORE	\$7,000	\$0	\$7,000	\$6,043,118	0.12%
U OF MD, GLOBAL CAMPUS	\$0	\$584,441	\$584,441	\$7,763,149	7.53%
UNIVERSITY OF BALTIMORE	\$495,612	\$162,753	\$658,365	\$1,029,348	63.96%
WORKER'S COMPENSATION COMMISSION	\$0	\$0	\$0	\$29,103	0.00%
TOTAL	\$59,353,270	\$45,910,990	\$105,264,260	\$523,465,175	20.11%

Exhibit O: FY2024 Industry Category: Services

Fiscal Year 2024					
Industry Category: Services					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AGING	\$96,715	\$0	\$96,715	\$170,649	56.67%
ARCHIVES	\$0	\$0	\$0	\$59,791	0.00%
ASSESSMENTS & TAXATION	\$161,823	\$0	\$161,823	\$912,117	17.74%
ATTORNEY GENERAL	\$34,057	\$0	\$34,057	\$193,117	17.64%
AVIATION ADMINISTRATION	\$0	\$950,000	\$950,000	\$3,350,000	28.36%
BALTIMORE CITY COMMUNITY COLLEGE	\$19,500	\$0	\$19,500	\$1,087,437	1.79%
BOWIE STATE UNIVERSITY	\$557,957	\$0	\$557,957	\$11,351,452	4.92%
BUDGET & MANAGEMENT	\$217,126	\$1,848,006	\$2,065,132	\$45,141,668	4.57%
COMMERCE	\$6,527,762	\$112,500	\$6,640,262	\$8,134,072	81.64%
COMPTROLLER	\$245,355	\$0	\$245,355	\$1,539,652	15.94%
COPPIN STATE UNIVERSITY	\$2,385,930	\$204,057	\$2,589,987	\$9,298,554	27.85%
EDUCATION	\$56,053,154	\$0	\$56,053,154	\$271,939,181	20.61%
ENVIRONMENT	\$115,957	\$1,733,230	\$1,849,187	\$9,757,953	18.95%
ENVIRONMENTAL SERVICES	\$11,176,958	\$4,612,368	\$15,789,326	\$29,389,939	53.72%
EXECUTIVE DEPARTMENT	\$0	\$0	\$0	\$2,137,696	0.00%
FOOD CENTER AUTHORITY	\$500	\$18,247	\$18,747	\$187,324	10.01%
FROSTBURG STATE UNIVERSITY	\$0	\$0	\$0	\$1,680,058	0.00%
GENERAL SERVICES	\$1,253,434	\$0	\$1,253,434	\$25,827,336	4.85%
GOVERNOR'S OFFICE OF CRIME PREVENTION	\$0	\$0	\$0	\$51,263	0.00%
HEALTH	\$11,889,718	\$54,727,959	\$66,617,677	\$372,139,118	17.90%
HEALTH BENEFIT EXCHANGE	\$9,138,797	\$2,556,460	\$11,695,257	\$35,342,350	33.09%
HIGHER EDUCATION COMMISSION	\$0	\$780	\$780	\$780	100.00%
HOUSING & COMMUNITY DEVELOPMENT	\$4,790,121	\$1,331,319	\$6,121,440	\$13,433,675	45.57%
HUMAN SERVICES	\$3,165,607	\$58,095,644	\$61,261,251	\$158,386,744	38.68%
INSURANCE ADMINISTRATION	\$4,050	\$0	\$4,050	\$786,452	0.51%
JUVENILE SERVICES	\$4,397,456	\$108,480	\$4,505,936	\$8,934,542	50.43%
LABOR	\$320,058	\$39,600	\$359,658	\$50,859,420	0.71%
LOTTERY & GAMING CONTROL	\$391,327	\$25,470,884	\$25,862,211	\$135,925,544	19.03%
MILITARY DEPARTMENT	\$118,765	\$0	\$118,765	\$185,849	63.90%
MOTOR VEHICLE ADMINISTRATION	\$0	\$0	\$0	\$136,041	0.00%
NATURAL RESOURCES	\$1,446,130	\$4,510,026	\$5,956,156	\$95,176,633	6.26%
PEOPLE'S COUNSEL	\$0	\$0	\$0	\$3,327,206	0.00%
PLANNING	\$57,645	\$27,627	\$85,272	\$1,799,310	4.74%
PORT ADMINISTRATION	\$771,115	\$97,860	\$868,975	\$18,378,627	4.73%
PUBLIC BROADCASTING COMMISSION	\$101,499	\$0	\$101,499	\$3,657,952	2.77%
PUBLIC DEFENDER	\$15,140	\$0	\$15,140	\$102,954	14.71%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$55,306	\$592,192,776	\$592,248,082	\$1,991,406,140	29.74%
PUBLIC SERVICE COMMISSION	\$0	\$85,500	\$85,500	\$155,107	55.12%
SAINT MARY'S COLLEGE OF MARYLAND	\$387,122	\$0	\$387,122	\$4,753,488	8.14%
SALISBURY UNIVERSITY	\$52,227	\$0	\$52,227	\$1,600,407	3.26%
STADIUM AUTHORITY	\$1,376,919	\$264,163	\$1,641,082	\$18,941,208	8.66%
STATE BOARD OF ELECTIONS	\$1,004,400	\$436,500	\$1,440,900	\$5,841,551	24.67%
STATE HIGHWAY ADMINISTRATION	\$4,993,551	\$0	\$4,993,551	\$11,662,425	42.82%
STATE POLICE	\$2,048,687	\$0	\$2,048,687	\$9,482,594	21.60%
STATE RETIREMENT AGENCY	\$209,989	\$0	\$209,989	\$783,185	26.81%
SUPPLEMENTAL RETIREMENT	\$0	\$0	\$0	\$14,749	0.00%
TOWSON UNIVERSITY	\$251,049	\$92,901	\$343,950	\$18,329,682	1.88%
TRANSPORTATION (TSO)	\$395,235	\$9,256	\$404,491	\$8,051,298	5.02%
TRANSPORTATION AUTHORITY	\$4,504,525	\$1,720,050	\$6,224,575	\$12,728,125	48.90%
TREASURER	\$105,000	\$124,125	\$229,125	\$23,487,768	0.98%
U OF MD, BALTIMORE	\$139,663	\$0	\$139,663	\$39,933,257	0.35%
U OF MD, BALTIMORE COUNTY	\$9,581	\$0	\$9,581	\$6,569,548	0.15%
U OF MD, COLLEGE PARK	\$2,529,734	\$46,915	\$2,576,649	\$77,971,515	3.30%
U OF MD, EASTERN SHORE	\$78,745	\$594,961	\$673,706	\$26,496,213	2.54%
U OF MD, GLOBAL CAMPUS	\$606,169	\$339,075	\$945,244	\$7,686,696	12.30%
UNIVERSITY OF BALTIMORE	\$364,575	\$174,958	\$539,533	\$5,863,175	9.20%
WORKER'S COMPENSATION COMMISSION	\$0	\$0	\$0	\$5,152	0.00%
TOTAL	\$134,566,133	\$752,526,227	\$887,092,360	\$3,592,545,739	24.69%

Exhibit P: FY2024 Industry Category: Supplies & Equipment

Fiscal Year 2024 Industry Category: Supplies and Equipment					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AGRICULTURE	\$0	\$0	\$0	\$1,089,709	0.00%
ASSESSMENTS & TAXATION	\$63,416	\$0	\$63,416	\$106,461	59.57%
ATTORNEY GENERAL	\$11,186	\$0	\$11,186	\$11,186	100.00%
AVIATION ADMINISTRATION	\$0	\$0	\$0	\$1,572,524	0.00%
BALTIMORE CITY COMMUNITY COLLEGE	\$0	\$0	\$0	\$1,408,976	0.00%
BOWIE STATE UNIVERSITY	\$1,925	\$0	\$1,925	\$4,198,261	0.05%
COMMERCE	\$0	\$0	\$0	\$4,546	0.00%
COMPTROLLER	\$325,179	\$0	\$325,179	\$633,423	51.34%
COPPIN STATE UNIVERSITY	\$597,230	\$102,191	\$699,421	\$2,187,310	31.98%
EDUCATION	\$1,144,681	\$0	\$1,144,681	\$5,570,741	20.55%
EMERGENCY MANAGEMENT	\$0	\$0	\$0	\$14,094	0.00%
ENVIRONMENT	\$41,185	\$0	\$41,185	\$435,047	9.47%
ENVIRONMENTAL SERVICES	\$1,471,024	\$0	\$1,471,024	\$11,687,385	12.59%
EXECUTIVE DEPARTMENT	\$15,194	\$0	\$15,194	\$1,370,335	1.11%
FROSTBURG STATE UNIVERSITY	\$59,221	\$0	\$59,221	\$266,423	22.23%
GENERAL SERVICES	\$2,955,000	\$259,500	\$3,214,500	\$203,799,191	1.58%
HEALTH	\$498,957	\$0	\$498,957	\$17,126,497	2.91%
HEALTH BENEFIT EXCHANGE	\$0	\$0	\$0	\$38,243	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$0	\$0	\$0	\$6,409	0.00%
HUMAN SERVICES	\$3,034,370	\$5,000	\$3,039,370	\$13,648,232	22.27%
INSURANCE ADMINISTRATION	\$0	\$0	\$0	\$95,634	0.00%
JUVENILE SERVICES	\$261,561	\$0	\$261,561	\$1,501,745	17.42%
LABOR	\$80,229	\$0	\$80,229	\$327,049	24.53%
MARYLAND STATE LIBRARY	\$0	\$0	\$0	\$533,799	0.00%
MILITARY DEPARTMENT	\$0	\$0	\$0	\$86,140	0.00%
MOTOR VEHICLE ADMINISTRATION	\$0	\$0	\$0	\$389,875	0.00%
NATURAL RESOURCES	\$199,166	\$0	\$199,166	\$199,166	100.00%
PLANNING	\$0	\$0	\$0	\$164,713	0.00%
PORT ADMINISTRATION	\$650,016	\$0	\$650,016	\$2,158,227	30.12%
PUBLIC BROADCASTING COMMISSION	\$0	\$0	\$0	\$7,829	0.00%
PUBLIC DEFENDER	\$280,200	\$0	\$280,200	\$6,019,630	4.65%
PUBLIC SERVICE COMMISSION	\$4,110	\$0	\$4,110	\$11,943	34.41%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$0	\$0	\$1,429,345	0.00%
SALISBURY STATE UNIVERSITY	\$30,907	\$0	\$30,907	\$1,722,437	1.79%
SCHOOL FOR THE DEAF	\$127,622	\$0	\$127,622	\$1,970,082	6.48%
STADIUM AUTHORITY	\$1,622,849	\$504,089	\$2,126,938	\$3,918,647	54.28%
STATE BOARD OF ELECTIONS	\$0	\$0	\$0	\$153,850	0.00%
STATE HIGHWAY ADMINISTRATION	\$29,712	\$0	\$29,712	\$9,749,333	0.30%
STATE POLICE	\$152,026	\$0	\$152,026	\$15,435,476	0.98%
TOWSON UNIVERSITY	\$37,921	\$0	\$37,921	\$4,800,312	0.79%
TRANSPORTATION (TSO)	\$0	\$0	\$0	\$5,878	0.00%
TRANSPORTATION AUTHORITY	\$0	\$0	\$0	\$77,326,891	0.00%
TREASURER	\$0	\$0	\$0	\$3,503	0.00%
U OF MD, BALTIMORE	\$18,536	\$0	\$18,536	\$36,747,642	0.05%
U OF MD, BALTIMORE COUNTY	\$124,011	\$232,338	\$356,349	\$11,979,934	2.97%
U OF MD, COLLEGE PARK	\$4,435,983	\$9,384,726	\$13,820,709	\$184,890,658	7.48%
U OF MD, EASTERN SHORE	\$117,791	\$0	\$117,791	\$7,910,084	1.49%
U OF MD, GLOBAL CAMPUS	\$0	\$0	\$0	\$1,206,404	0.00%
UNIVERSITY OF BALTIMORE	\$59,702	\$0	\$59,702	\$1,435,633	4.16%
WORKER'S COMPENSATION COMMISSION	\$0	\$0	\$0	\$37,376	0.00%
STATE OF MARYLAND TOTAL	\$18,450,910	\$10,487,844	\$28,938,754	\$637,394,228	4.54%

Exhibit Q: FY2024 Industry Category: IT Services

Fiscal Year 2024					
Industry Category: IT Services					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
ARCHIVES	\$85,778	\$0	\$85,778	\$214,107	40.06%
ASSESSMENTS & TAXATION	\$0	\$0	\$0	\$543,563	0.00%
ATTORNEY GENERAL	\$11,945	\$0	\$11,945	\$47,283	25.26%
AVIATION ADMINISTRATION	\$299,840	\$0	\$299,840	\$3,878,362	7.73%
BALTIMORE CITY COMMUNITY COLLEGE	\$2,666	\$0	\$2,666	\$786,240	0.34%
BOWIE STATE UNIVERSITY	\$21,004	\$0	\$21,004	\$5,873,240	0.36%
BUDGET & MANAGEMENT	\$0	\$0	\$0	\$13,150,149	0.00%
COMMERCE	\$30,750	\$0	\$30,750	\$84,082	36.57%
COMMISSION ON CIVIL RIGHTS	\$0	\$0	\$0	\$14,094	0.00%
COMPTROLLER	\$2,156,170	\$2,972,833	\$5,129,003	\$49,964,758	10.27%
COPPIN STATE UNIVERSITY	\$0	\$0	\$0	\$3,556,741	0.00%
EDUCATION	\$5,093,764	\$0	\$5,093,764	\$8,863,561	57.47%
ENVIRONMENT	\$7,692	\$0	\$7,692	\$88,647	8.68%
ENVIRONMENTAL SERVICES	\$0	\$0	\$0	\$221,552	0.00%
EXECUTIVE DEPARTMENT	\$4,905	\$0	\$4,905	\$543,788	0.90%
FOOD CENTER AUTHORITY	\$124,897	\$0	\$124,897	\$124,897	100.00%
FROSTBURG STATE UNIVERSITY	\$0	\$0	\$0	\$603,917	0.00%
GENERAL SERVICES	\$249,000	\$0	\$249,000	\$57,640,799	0.43%
GOVERNORS OFFICE OF CRIME PREVENTION	\$0	\$264,058	\$264,058	\$1,738,084	15.19%
HEALTH	\$43,363	\$223,943	\$267,306	\$56,448,003	0.47%
HEALTH BENEFIT EXCHANGE	\$12,809,337	\$0	\$12,809,337	\$34,636,569	36.98%
HIGHER EDUCATION COMMISSION	\$0	\$0	\$0	\$1,311,798	0.00%
HOUSING & COMMUNITY DEVELOPMENT	\$0	\$0	\$0	\$1,926,099	0.00%
INFORMATION TECHNOLOGY	\$18,187,845	\$38,772,430	\$56,960,275	\$219,529,309	25.95%
INSURANCE ADMINISTRATION	\$301,043	\$0	\$301,043	\$487,124	61.80%
JUVENILE SERVICES	\$323,231	\$0	\$323,231	\$844,545	38.27%
LABOR	\$975,520	\$144,300	\$1,119,820	\$5,385,088	20.79%
MILITARY DEPARTMENT	\$5,775	\$0	\$5,775	\$5,775	100.00%
MOTOR VEHICLE ADMINISTRATION	\$181,638	\$0	\$181,638	\$248,540	73.08%
PLANNING	\$0	\$0	\$0	\$2,000	0.00%
PORT ADMINISTRATION	\$261,103	\$0	\$261,103	\$5,497,650	4.75%
PUBLIC BROADCASTING COMMISSION	\$0	\$0	\$0	\$922,653	0.00%
PUBLIC DEFENDER	\$25,069	\$0	\$25,069	\$156,196	16.05%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$22,382	\$16,584,275	\$16,606,657	\$37,247,965	44.58%
PUBLIC SERVICE COMMISSION	\$5,256	\$0	\$5,256	\$131,007	4.01%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$0	\$0	\$4,476,988	0.00%
SALISBURY UNIVERSITY	\$389,892	\$0	\$389,892	\$2,210,369	17.64%
STADIUM AUTHORITY	\$72,443	\$0	\$72,443	\$1,125,074	6.44%
STATE BOARD OF ELECTIONS	\$3,568,074	\$0	\$3,568,074	\$4,794,518	74.42%
STATE HIGHWAY ADMINISTRATION	\$1,426,878	\$0	\$1,426,878	\$6,235,442	22.88%
STATE POLICE	\$928,194	\$164,249	\$1,092,443	\$15,210,220	7.18%
STATE PROSECUTOR	\$0	\$0	\$0	\$4,100	0.00%
STATE RETIREMENT AGENCY	\$0	\$0	\$0	\$2,360	0.00%
TOWSON UNIVERSITY	\$648,922	\$0	\$648,922	\$6,134,202	10.58%
TRANSPORTATION (TSO)	\$3,227,449	\$635,097	\$3,862,546	\$14,248,471	27.11%
TRANSPORTATION AUTHORITY	\$844,070	\$315,689	\$1,159,759	\$4,404,044	26.33%
TREASURER	\$91,148	\$1,080,000	\$1,171,148	\$11,826,973	9.90%
U OF MD, BALTIMORE	\$1,920,952	\$0	\$1,920,952	\$24,636,102	7.80%
U OF MD, BALTIMORE COUNTY	\$5,724	\$0	\$5,724	\$540,146	1.06%
U OF MD, COLLEGE PARK	\$102,920	\$52,598	\$155,518	\$43,384,614	0.36%
U OF MD, EASTERN SHORE	\$5,500	\$0	\$5,500	\$922,321	0.60%
U OF MD, GLOBAL CAMPUS	\$0	\$0	\$0	\$1,298,337	0.00%
UNIVERSITY OF BALTIMORE	\$95,078	\$0	\$95,078	\$2,804,687	3.39%
WORKER'S COMPENSATION COMMISSION	\$42,163	\$0	\$42,163	\$71,242	59.18%
TOTAL	\$54,599,380	\$61,209,472	\$115,808,852	\$657,048,395	17.63%

Exhibit R: FY2024 Industry Category: IT Supplies & Equipment

Fiscal Year 2024					
Industry Category: IT Supplies & Equipment					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AGING	\$0	\$0	\$0	\$90,000	0.00%
AGRICULTURE	\$89,789	\$0	\$89,789	\$1,253,917	7.16%
ARCHIVES	\$0	\$16,971	\$16,971	\$849,264	2.00%
ASSESSMENTS & TAXATION	\$0	\$0	\$0	\$93,680	0.00%
ATTORNEY GENERAL	\$61,823	\$0	\$61,823	\$621,104	9.95%
BALTIMORE CITY COMMUNITY COLLEGE	\$0	\$0	\$0	\$1,568,737	0.00%
BOWIE STATE UNIVERSITY	\$0	\$0	\$0	\$1,516,442	0.00%
BUDGET & MANAGEMENT	\$0	\$0	\$0	\$11,747,379	0.00%
COMPTROLLER	\$923,999	\$826,466	\$1,750,465	\$5,642,197	31.02%
COPPIN STATE UNIVERSITY	\$0	\$0	\$0	\$43,741	0.00%
EDUCATION	\$769,156	\$0	\$769,156	\$2,171,799	35.42%
ENVIRONMENT	\$163,721	\$0	\$163,721	\$372,284	43.98%
ENVIRONMENTAL SERVICES	\$10,350	\$0	\$10,350	\$1,404,633	0.74%
EXECUTIVE DEPARTMENT	\$58,120	\$0	\$58,120	\$95,518	60.85%
FOOD CENTER AUTHORITY	\$61,897	\$0	\$61,897	\$61,897	100.00%
FROSTBURG STATE UNIVERSITY	\$167,466	\$0	\$167,466	\$965,209	17.35%
GENERAL SERVICES	\$254,692	\$0	\$254,692	\$1,038,328	24.53%
HEALTH	\$218,579	\$0	\$218,579	\$909,714	24.03%
HOUSING & COMMUNITY DEVELOPMENT	\$388,339	\$0	\$388,339	\$388,339	100.00%
INFORMATION TECHNOLOGY	\$5,435,879	\$0	\$5,435,879	\$42,990,206	12.64%
INSURANCE ADMINISTRATION	\$589,139	\$0	\$589,139	\$809,441	72.78%
JUVENILE SERVICES	\$2,664	\$0	\$2,664	\$807,723	0.33%
LABOR	\$74,399	\$153,097	\$227,496	\$1,359,767	16.73%
MILITARY DEPARTMENT	\$10,098	\$0	\$10,098	\$10,098	100.00%
MOTOR VEHICLE ADMINISTRATION	\$398,246	\$0	\$398,246	\$3,396,505	11.73%
PLANNING	\$0	\$0	\$0	\$179,930	0.00%
PORT ADMINISTRATION	\$21,101	\$0	\$21,101	\$21,101	100.00%
PUBLIC DEFENDER	\$716,005	\$0	\$716,005	\$1,008,045	71.03%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$23,757	\$0	\$23,757	\$76,203,527	0.03%
PUBLIC SERVICE COMMISSION	\$111,234	\$0	\$111,234	\$227,045	48.99%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$0	\$0	\$839,610	0.00%
SALISBURY UNIVERSITY	\$865,779	\$0	\$865,779	\$3,476,951	24.90%
STADIUM AUTHORITY	\$0	\$0	\$0	\$12,693	0.00%
STATE BOARD OF ELECTIONS	\$154,749	\$0	\$154,749	\$1,706,246	9.07%
STATE HIGHWAY ADMINISTRATION	\$363,354	\$0	\$363,354	\$4,278,618	8.49%
STATE POLICE	\$3,725,743	\$0	\$3,725,743	\$10,987,661	33.91%
STATE RETIREMENT AGENCY	\$653,093	\$0	\$653,093	\$1,717,994	38.01%
SUPPLEMENTAL RETIREMENT	\$0	\$0	\$0	\$2,008	0.00%
TOWSON UNIVERSITY	\$2,241,235	\$0	\$2,241,235	\$9,564,626	23.43%
TRANSPORTATION (TSO)	\$3,730,554	\$0	\$3,730,554	\$14,667,801	25.43%
TRANSPORTATION AUTHORITY	\$1,028,245	\$0	\$1,028,245	\$1,210,725	84.93%
TREASURER	\$46,320	\$0	\$46,320	\$69,631	66.52%
U OF MD, BALTIMORE	\$297,279	\$0	\$297,279	\$99,715,913	0.30%
U OF MD, BALTIMORE COUNTY	\$78,684	\$0	\$78,684	\$11,768,331	0.67%
U OF MD, COLLEGE PARK	\$1,133,981	\$0	\$1,133,981	\$68,929,907	1.65%
U OF MD, EASTERN SHORE	\$4,889,002	\$0	\$4,889,002	\$15,525,742	31.49%
U OF MD, GLOBAL CAMPUS	\$50,000	\$0	\$50,000	\$8,645,196	0.58%
UNIVERSITY OF BALTIMORE	\$24,540	\$0	\$24,540	\$1,597,531	1.54%
WORKER'S COMPENSATION COMMISSION	\$3,785,852	\$0	\$3,785,852	\$3,792,180	99.83%
TOTAL	\$33,618,863	\$996,534	\$34,615,397	\$416,356,934	8.31%

Exhibit S: FY2024 Industry Category: Human, Cultural, Social & Educational

Fiscal Year 2024					
Industry Category: Human, Cultural, & Educational Services					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
BUDGET & MANAGEMENT	\$0	\$41,469	\$41,469	\$555,290	7.47%
GENERAL SERVICES	\$0	\$0	\$0	\$5,780,656	0.00%
HEALTH	\$0	\$0	\$0	\$10,748	0.00%
HUMAN SERVICES	\$0	\$8,030,402	\$8,030,402	\$12,128,555	66.21%
JUVENILE SERVICES	\$0	\$0	\$0	\$9,850	0.00%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$0	\$0	\$125,436	0.00%
U OF MD, GLOBAL CAMPUS	\$0	\$0	\$0	\$5,750	0.00%
UNIVERSITY OF BALTIMORE	\$0	\$0	\$0.00	\$52,366	0.00%
TOTAL	\$0	\$8,071,871	\$8,071,871	\$18,668,651	43.24%

Exhibit T: FY2024 MBE Payments by Classification

MBE Classification	FY2024			
	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments	% of Total MBE Procurement
African American Total	\$148,007,641.48	\$222,977,429.92	\$370,985,071	22.81%
<i>African American</i>	\$121,588,735	\$201,562,164	\$323,150,899	19.87%
<i>African American Women</i>	\$26,418,906	\$21,415,266	\$47,834,172	2.94%
Asian American Total	\$190,878,999	\$111,489,559	\$302,368,559	18.59%
<i>Asian American</i>	\$159,700,423	\$98,694,880	\$258,395,303	15.89%
<i>Asian American Woman</i>	\$31,178,576	\$12,794,679	\$43,973,256	2.70%
Hispanic American Total	\$151,490,282	\$69,086,271	\$220,576,553	13.56%
<i>Hispanic American</i>	\$144,656,600	\$59,825,470	\$204,482,070	12.57%
<i>Hispanic American Woman</i>	\$6,833,682	\$9,260,801	\$16,094,482	0.99%
Native American Total	\$645,875	\$15,954,375	\$16,600,250	1.02%
<i>Native American</i>	\$645,322	\$15,942,367	\$16,587,689	1.02%
<i>Native American Women</i>	\$553	\$12,008	\$12,560	0.00%
Women	\$279,620,568	\$265,616,881	\$545,237,449	33.52%
Disabled	\$4,062,568	\$948,636	\$5,011,204	0.31%
Disadvantaged	\$165,086,526	\$504,773	\$165,591,299	10.18%
TOTAL	\$939,792,459	\$686,577,925	\$1,626,370,384	100%

Exhibit U: FY2024 MBE Payments by Participating Agency/Department

Fiscal Year 2024			
State Agency/Department	MBE Prime Payments	MBE Subcontractor Payments	Total MBE Payments
AGING	\$1,223	\$0	\$1,223
AGRICULTURE	\$201,802	\$0	\$201,802
ARCHIVES	\$98,113	\$16,971	\$115,083
ASSESSMENTS & TAXATION	\$334,310	\$0	\$334,310
ATTORNEY GENERAL	\$226,766	\$0	\$226,766
BALTIMORE CITY COMMUNITY COLLEGE	\$706,278	\$370,218	\$1,076,496
BOARD OF PUBLIC WORKS	\$2,114	0	\$2,114
BOWIE STATE UNIVERSITY	\$1,371,041	\$1,918,089	\$3,289,130
CANAL PLACE PRESERVATION AND DEVELOPMENT AUTHORITY	\$17,580	\$0	\$17,580
COMMERCE	\$557,261	\$68,461	\$625,721
COMMISSION ON CIVIL RIGHTS	\$6,282	\$0	\$6,282
COMPTROLLER	\$15,301,094	\$5,400,755	\$20,701,849
COPPIN STATE UNIVERSITY	\$2,940,080	\$802,116	\$3,742,196
DEPARTMENT OF GENERAL SERVICES	\$15,556,986	\$40,327,027	\$55,884,013
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	\$4,114,222	\$2,480,904	\$6,595,126
DEPARTMENT OF INFORMATION TECHNOLOGY	\$15,235,274	\$0	\$15,235,274
DEPARTMENT OF JUVENILE SERVICES	\$15,142,030	\$0	\$15,142,030
DEPARTMENT OF THE ENVIRONMENT	\$327,293	\$247,252	\$574,544
EXECUTIVE DEPARTMENT	\$186,154	\$520,437	\$706,591
FOOD CENTER AUTHORITY	\$551,851	\$6,145	\$557,996
FROSTBURG STATE UNIVERSITY	\$429,516	\$0	\$429,516
GOVERNORS OFFICE OF CRIME PREVENTION, YOUTH, AND VICTIM SERVICES	\$8,284	\$0	\$8,284
HEALTH	\$43,906,570	\$0	\$43,906,570
HUMAN SERVICES	\$12,135,950	\$3,726,782	\$15,862,732
LABOR	\$3,520,040	\$851,524	\$4,371,564
LOTTERY & GAMING CONTROL	\$726,537	\$13,684,787	\$14,411,324
MARYLAND ENVIRONMENTAL SERVICES	\$9,526,520	\$22,640,984	\$32,167,504
MARYLAND HEALTH BENEFIT EXCHANGE	\$22,495,922	\$5,184,439	\$27,680,361
MARYLAND HIGHER EDUCATION COMMISSION	\$454,160	\$0	\$454,160
MARYLAND INSURANCE ADMINISTRATION	\$738,559	\$0	\$738,559
MARYLAND STATE LIBRARY	\$11,850	\$0	\$11,850
MARYLAND TRANSPORTATION AUTHORITY	\$846,702	\$69,625,111	\$70,471,812
MILITARY DEPARTMENT	\$874,824	\$13,161	\$887,985
MOTOR VEHICLE ADMINISTRATION	\$4,643,298	\$11,517,116	\$16,160,414
PEOPLE'S COUNSEL	\$131,341	\$0	\$131,341
PORT ADMINISTRATION	\$1,215,087	\$4,257,051	\$5,472,138
PUBLIC BROADCASTING COMMISSION	\$206,567	\$0	\$206,567
PUBLIC DEFENDER	\$1,327,038	\$0	\$1,327,038
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$31,738,805	\$48,505,178	\$80,243,983
PUBLIC SCHOOL CONSTRUCTION - BALTIMORE COUNTY	\$8,338,877	\$45,370,366	\$53,709,243
PUBLIC SCHOOL CONSTRUCTION - CALVERT	\$1,410,308	\$2,621,940	\$4,032,248
PUBLIC SCHOOL CONSTRUCTION - HARFORD	\$2,794,435	\$7,946,663	\$10,741,098
PUBLIC SCHOOL CONSTRUCTION - MONTGOMERY	\$2,584,865	\$54,815,870	\$57,400,735
PUBLIC SCHOOL CONSTRUCTION - TALBOT	\$0.00	\$836,127.00	\$836,127.00
PUBLIC SCHOOL CONSTRUCTION - WICOMICO	\$0.00	\$2,164,735.18	\$2,164,735.18
PUBLIC SERVICE COMMISSION	\$169,385	\$0	\$169,385
SAINT MARY'S COLLEGE OF MARYLAND	\$1,606,749	\$798,636	\$2,405,385
SALISBURY UNIVERSITY	\$2,185,579	\$103,374	\$2,288,953
SCHOOL FOR THE DEAF	\$342,357	\$0	\$342,357
STADIUM AUTHORITY	\$2,893,544	\$68,308,209	\$71,201,752
STATE BOARD OF ELECTIONS	\$0.00	\$3,401,998.30	\$3,401,998.30
STATE DEPARTMENT OF EDUCATION	\$29,321,245	\$13,918,992	\$43,240,237
STATE HIGHWAY ADMINISTRATION	\$537,624,625	\$107,411,969	\$645,036,594
STATE POLICE	\$8,983,865	\$101,196	\$9,085,061
STATE PROSECUTOR	\$158	\$0	\$158
STATE RETIREMENT AGENCY	\$2,029,034	\$605,968	\$2,635,002
SUBSEQUENT INJURY FUND	\$7,269	\$0	\$7,269
TAX COURT	\$3,210	\$0	\$3,210
TEACHERS AND STATE EMPLOYEES SUPP'L RETIREMENT PLN	\$1,213,985	\$645,549	\$1,859,534
TOWSON UNIVERSITY	\$4,282,664	\$2,031,730	\$6,314,393
TRANSIT ADMINISTRATION	\$96,118,255	\$81,639,068	\$177,757,323
TREASURER	\$84,970	\$1,279,878	\$1,364,848
U OF MD, BALTIMORE	\$6,247,649	\$41,766,118	\$48,013,767
U OF MD, BALTIMORE COUNTY	\$374,150	\$4,463,341	\$4,837,491
U OF MD, COLLEGE PARK	\$12,523,597	\$12,286,145	\$24,809,743
U OF MD, EASTERN SHORE	\$5,597,911	\$594,961	\$6,192,872
U OF MD, GLOBAL CAMPUS	\$532,666	\$886,206	\$1,418,873
UNIVERSITY OF BALTIMORE	\$452,782	\$380,937	\$833,720
WORKER'S COMPENSATION COMMISSION	\$4,253,004	\$33,439	\$4,286,443
DEPARTMENT OF PLANNING	NON-RESPONSIVE		
VETERANS AFFAIRS	NON-RESPONSIVE		
DEPARTMENT OF BUDGET AND MANAGEMENT	NON-RESPONSIVE		
TRANSPORTATION (TSO)	NON-RESPONSIVE		
AVIATION ADMINISTRATION	NON-RESPONSIVE		
DEPARTMENT OF NATURAL RESOURCES	NON-RESPONSIVE		
MARYLAND DEPARTMENT OF EMERGENCY MANAGEMENT	NON-RESPONSIVE		
MORGAN STATE UNIVERSITY	NON-RESPONSIVE		

Exhibit V: Overall Agency Compliance Rate

FY2024	
State Procurement Agency	Overall Agency Compliance Rate*
ARCHIVES	100%
COMMERCE	100%
COMPTROLLER	100%
COPPIN STATE UNIVERSITY	79%
EDUCATION	94%
ENVIRONMENT	98%
ENVIRONMENTAL SERVICES	89%
EXECUTIVE DEPARTMENT	100%
FOOD CENTER AUTHORITY	100%
FROSTBURG STATE UNIVERSITY	100%
GENERAL SERVICES	55%
HEALTH BENEFIT EXCHANGE	89%
HOUSING & COMMUNITY DEVELOPMENT	100%
LABOR	100%
MOTOR VEHICLE ADMINISTRATION	78%
PLANNING	100%
PORT ADMINISTRATION	80%
PUBLIC SAFETY & CORRECTIONAL SERVICES	78%
STADIUM AUTHORITY	75%
STATE HIGHWAY ADMINISTRATION	80%
TOWSON UNIVERSITY	87%
TRANSIT ADMINISTRATION	78%
TRANSPORTATION AUTHORITY	81%
TREASURER	100%
U OF MD, BALTIMORE COUNTY	81%
U OF MD, EASTERN SHORE	100%
U OF MD, GLOBAL CAMPUS	100%
WORKER'S COMPENSATION COMMISSION	100%
Statewide Aggregate MBE Compliance Rate	90.07%
<i>*Capped at 100%</i>	

Exhibit W: Agency Contract Compliance Assessment

Fiscal Year 2024			
State Procurement Agency	Completed Contracts:	Contracts (#) that Met MBE Goal:	Contracts (%) That Met MBE Goal
ARCHIVES	2	2	100%
COMMERCE	2	2	100%
COMPTROLLER	1	1	100%
COPPIN STATE UNIVERSITY	3	1	33%
EDUCATION	5	4	80%
ENVIRONMENT	2	1	50%
ENVIRONMENTAL SERVICES	32	21	66%
EXECUTIVE DEPARTMENT	1	1	100%
FOOD CENTER AUTHORITY	1	1	100%
FROSTBURG STATE UNIVERSITY	1	1	100%
GENERAL SERVICES	55	15	27%
HEALTH BENEFIT EXCHANGE	2	1	50%
HOUSING & COMMUNITY DEVELOPMENT	2	2	100%
LABOR	2	2	100%
MOTOR VEHICLE ADMINISTRATION	4	2	50%
PLANNING	1	1	100%
PORT ADMINISTRATION	10	4	40%
PUBLIC SAFETY & CORRECTIONAL SERVICE	6	3	50%
STADIUM AUTHORITY	12	9	75%
STATE HIGHWAY ADMINISTRATION	141	78	55%
TOWSON UNIVERSITY	4	3	75%
TRANSIT ADMINISTRATION	50	21	42%
TRANSPORTATION AUTHORITY	12	8	67%
TREASURER	1	1	100%
U OF MD, BALTIMORE COUNTY	33	21	64%
U OF MD, EASTERN SHORE	2	2	100%
U OF MD, GLOBAL CAMPUS	2	2	100%
WORKER'S COMPENSATION COMMISSION	2	2	100%

Exhibit X: Public School System Contract Compliance Assessment

FY2024			
State Procurement Agency	Number of Completed Contracts:	Contracts (#) that Met MBE Goal:	Contracts (%) That Met MBE Goal (Calculated Field)
PUBLIC SCHOOL CONSTRUCTION - CECIL CO.	1	1	100%
PUBLIC SCHOOL CONSTRUCTION - GARRETT CO.	N/A	N/A	N/A
PUBLIC SCHOOL CONSTRUCTION - HARFORD CO.	8	6	75%
PUBLIC SCHOOL CONSTRUCTION - KENT CO.	N/A	N/A	N/A
PUBLIC SCHOOL CONSTRUCTION - ST. MARYS CO.	N/A	N/A	N/A
PUBLIC SCHOOL CONSTRUCTION - WASHINGTON CO.	5	4	80%

*N/A indicates no eligible data to report

Exhibit Y: Count of Participating Agencies with Real Property Titling Services Awards

Fiscal Year 2024	
Agency Submission Status	
No Data to Report	64
Non-Responsive	5
Reported Real Property Title Insurance Service Awards in FY24	2
Total Participating Agencies	71

Exhibit Z: Reported Real Property Titling Services Awards per Agency

Fiscal Year 2024						
Real Property Title Insurance Services Awards (RPTIS)						
Agency Name	Total number (#) of RPTIS contracts awarded	Total dollar (\$) amount of RPTIS contracts awarded	Total number (#) of RPTIS contracts awarded to MBE Prime Contractors	Total dollar (\$) amount of RPTIS contracts awarded to MBE Prime Contractors	Total number (#) of RPTIS contracts awarded to MBE Subcontractors	Total dollar (\$) amount of RPTIS contracts awarded to MBE Subcontractors
Department of General Services	9	\$180,000.00	2	\$40,000.00	0	\$0.00
Transit Administration	0	\$0.00	1	\$3,768,400.00	1	\$433,366.00



Y. Maria Martinez
Special Secretary

Pamela Gregory
Chief of Staff

Nichelle Johnson
MBE Ombudsman

Davon K. Gardner
Director of Policy and Legislative Affairs

Laura Gutierrez
Director of Communications & Outreach

Lisa Mitchell Sennaar
SBR Compliance Manager

Karen Reyes
MBE Compliance Manager

Danielle Davis
VSBE Compliance Manager

Tanita Johnson
SBR Compliance Manager

Eduardo Hayden
Small Business Outreach Manager

Gerald Stinnett
VLT Operations Manager

Shanique Pinder
MBE Ombudsman Compliance Manager

Tracie Bolden
MBE Ombudsman Compliance Manager

Catherine Porterfield
MBE Ombudsman Compliance Manager

Tiara Randolph
MBE Compliance Manager

Additional thanks to:
Alison Tavik
Director of Communications & Outreach (Retired 2024)



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



Maryland

GOVERNOR'S OFFICE OF
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