

SB721_FAV_MRA.pdf

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Position: FAV

MARYLAND RETAILERS ASSOCIATION

The Voice of Retailing in Maryland



SB721 Procurement – Small Business Reserve Program – Administration and Application
Education, Health, and Environmental Affairs Committee
March 4, 2021

Position: Favorable

Background: SB721 would codify the Governor’s 01.01.2021.01 Executive Order to increase small business participation in State procurement.

Comments: SB721 would increase small business participation in State procurement by eliminating the lower dollar threshold so that any contracts up to \$500,000 would be designated for the Small Business Reserve Program. Removing the \$50,000 threshold for contract procurement would provide smaller employers in Maryland with a better seat at the table for chances to do business with the State. As our business community continues to recover from the COVID-19 pandemic, SB721 would provide opportunities for growth and stability for Maryland’s small and local businesses.

The Maryland Retailers Association would urge a favorable report on SB721.
Thank you for your consideration.

SB721 - MoCo Chamber - Procurement – Small Busines

Uploaded by: Swanson, Tricia

Position: FAV



To Lead, Advocate and Connect as the Voice of Business

Senate Bill 721 - Procurement – Small Business Reserve Program – Administration and Application

Education, Health, and Environmental Affairs Committee

March 4, 2021

SUPPORT

The Montgomery County Chamber of Commerce (MCCC), as the voice of Montgomery County business, supports Senate Bill 721. This bill builds upon the Governor's 01.01.2021.01 Executive Order and aims to increase small business participation in state procurement. Further, Senate Bill 721 eliminates the \$50,000 floor threshold so any purchases or contracts up to \$500,000 shall be designated for the Small Business Reserve program. The legislation is another way to help small businesses. It also asks the Small Business Reserve Program to provide technical training where needed and to collect data regarding the State's utilization of small business reserve.

Over the last 7 months, the Montgomery County Chamber of Commerce (MCCC) has been advocating at the local, state, and federal level on behalf of our members. MCCC has also hosted webinars on best practices in this new COVID-19 world. And through these webinars, and in advocating for our members, what we are hearing is essential to a business' survival is the permanency of many Executive Orders that were implemented during the pandemic.

This legislation acknowledges that small-business participation in the State's procurements should be increased and that the purposes of Maryland's procurement law are to ensure fair and equitable treatment of all persons who deal with the procurement system. Further, participation in the State's procurements foster broad competition through support of free enterprise.

Maryland small businesses employ 1.2 million people and are the backbone and leading creator of jobs in Maryland's economy. Any additional support for these key small businesses to survive the public health emergency and continue to employ our neighbors and grow our economy is essential. For the aforementioned reasons, **the Chamber supports Senate Bill 721 and respectfully urges a favorable report.**

The Montgomery County Chamber of Commerce (MCCC) accelerates the success of our nearly 500 members by advocating for increased business opportunities, strategic investment in infrastructure, and balanced tax reform to advance Metro Maryland as a regional, national, and global location for business success. Established in 1959, MCCC is an independent non-profit membership organization and is proud to be a Montgomery County Green Certified Business.

Tricia Swanson, Vice President, Government Relations
Montgomery County Chamber of Commerce
301-738-0015 www.mcccmd.com

SBSB721 Procurement - Small Business Reserve Prog

Uploaded by: Williams, Allie

Position: FAV

March 4, 2021

Senator Paul G. Pinsky
Chair, Senate Education, Health and Environmental Affairs Committee
Maryland State Senate
2 West, Miller Senate Office Building
Annapolis, MD 21401

RE: SB721 – Procurement - Small Business Reserve Program - Administration and Application

Position: **SUPPORT**

Dear Chairman Pinsky, Vice Chair Kagan, and Members of the Committee:

On behalf of our 500-member businesses and more than 45,000 employees in Montgomery County, The Greater Bethesda Chamber of Commerce is in **Support of SB721 – Procurement - Small Business Reserve Program - Administration and Application**. This bill would codify the Governor’s 01.01.2021.01 Executive Order to increase small business participation in state procurement. The bill eliminates the bottom \$50,000 threshold, so that any purchases or contracts up to \$500,000 shall be designated for the Small Business Reserve program.

This bill is another way to help small businesses, and it also asks the Small Business Reserve Program to provide technical training where needed, and to collect data regarding the State’s utilization of small business reserve.

At a time when businesses are trying to survive through a worldwide pandemic that has had a major impact throughout the state, the small business reserve program as defined in SB721 will be a perfect way in which to grow our small businesses and survive.

We want to thank Senator Hester and Delegate Qi for their sponsorship of this important legislation and ask members of this committee for a **FAVORABLE** report. Thank you for your consideration of our remarks.

Sincerely,



Allie Williams
President & CEO

MDGA_SenatorHester_FAV_SB721.pdf

Uploaded by: Fry Hester, Katie

Position: FWA



THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

Testimony in Support of Senate Bill 721 - Procurement - Small Business Reserve Program - Administration and Application

March 4th, 2021

Chairman Pinsky, Vice-chair Kagan, and Members of the Education Health and Environmental Affairs Committee:

Thank you for your consideration of Senate Bill 721. Throughout the pandemic, small businesses around the State have faced many challenges. Like many of you, my office has been inundated with calls from constituents and small businesses in need of urgent assistance, and I want to commend the work of this body for passing the RELIEF Act so swiftly to bring that much needed assistance to our small businesses. But short term relief is not sufficient. According to FEMA, 40% of businesses do not reopen following a disaster. Of those that do reopen, another 25% fail within one year. Similar research from the U.S. Small Business Administration indicates that over 90% of businesses fail within two years after being struck by a disaster. Recovery doesn't end when a business reopens their doors - it continues through the years following a disaster. And our small businesses will need our support throughout that challenging recovery period.


This bill intends to provide more support for our small businesses throughout this recovery period and beyond, by making small businesses more competitive in our State procurement process. This is achieved by largely codifying the Governor's Executive Order issued on January 6th of this year, with the additional inclusion of the University System of Maryland. SB721 requires that every procurement contract eligible for designation under our State Small Business Reserve Program and has a total dollar value of \$500,000 or less receives additional attention from that unit. Under this bill and the Governor's Executive Order, the unit would be required to assess the procurement under the Reserve Program guidelines, and either designate the procurement for the small business reserve or request an exemption, subject to certification by the Governor's Office of Small, Minority, and Women Business Affairs.

I will be proposing an amendment to this bill, requiring contracts identified as eligible for the Small Business Reserve Program under this framework to be directly advertised towards small businesses and certified minority businesses. Additionally, the proposed amendment would

require additional assistance to small businesses to comply with procedure on bidding or responding to requests for proposals easier for small businesses throughout the State. This is intended to address two barriers for small businesses participation in procurement: lack of awareness on available contracts, and the difficulty presented by our complicated procurement process.

Every year the State of Maryland issues countless procurement contracts to purchase goods and services on behalf of our agencies. Purchasing these goods and services from the 99.5% of Maryland Businesses that are “small businesses” would go a long way towards supporting small businesses throughout the State and provide jobs in communities across Maryland throughout the ongoing recovery effort and beyond. It would also assist the State in meeting our Small Minority, Women, and Veteran Owned business procurement goals, by creating a system to more effectively review contracts for small business participation, and provide outreach to those businesses to facilitate their participation. For those reasons, **I respectfully request a favorable report on Senate Bill 771.**

Sincerely,

A handwritten signature in black ink that reads "Katie Fry Hester". The signature is written in a cursive, flowing style.

Senator Katie Fry Hester
Carroll and Howard Counties

MAA_SB 721_UNF.pdf

Uploaded by: Clark, Rachel

Position: UNF

CHAIRMAN:
Brian Russell
VICE CHAIRMAN
Jeff Graf

MARYLAND ASPHALT ASSOCIATION



SECRETARY:
Curtis Hall
TREASURER:
David Slaughter
PRESIDENT:
G. Marshall Klinefelter

March 4th, 2021

Senator Paul G. Pinsky, Chair
Education, Health, and Environmental Affairs Committee
2 West Miller Senate Office Building
Annapolis, MD 21401

**RE: SB 721 – UNFAVORABLE – Procurement – Small Business Reverse Program –
Administration and Application**

Dear Chairman Pinsky and Committee Members:

The Maryland Asphalt Association is comprised of 18 producer members representing more than 48 production facilities, 20 contractor members, 24 consulting engineer firms and 40 other associate members. Combined our members employ more than 4,000 Marylanders in our operations. We assist with the education of our workforce, sponsor safety activities and promote best practices while working diligently to produce the highest performing pavement materials with the lowest carbon footprint. We proactively work with regulatory agencies to represent the interests of the asphalt industry both in the writing and interpretation of state and federal regulations that may affect our members. We also advocate for adequate state and federal funding for Maryland's multimodal transportation system.

While we appreciate the Sponsor's intent with this legislation, we must oppose SB 721. This bill has a negative impact on businesses like ours. The COVID-19 pandemic has forced us to cope with various economic hurdles, and this bill would only increase that burden. SB 721 puts a significant disadvantage on our industry by prioritizing other establishments. We believe this is something that the market should dictate. Furthermore, these types of additional considerations only further delay the procurement process. We ask the Committee to consider the harmful impact this bill could have, and it is for these reasons that we ask for an UNFAVORABLE report on Senate Bill 721.

We thank you for your time and consideration.

Thank you,

Marshall Klinefelter
President
Maryland Asphalt Association

MTBMA_SB 721_UNF.pdf

Uploaded by: Clark, Rachel

Position: UNF



MTBMA
MARYLAND TRANSPORTATION BUILDERS
AND MATERIALS ASSOCIATION

March 4th, 2021

Senator Paul G. Pinsky, Chair
Education, Health, and Environmental Affairs Committee
2 West Miller Senate Office Building
Annapolis, MD 21401

**RE: SB 721 – UNFAVORABLE – Procurement – Small Business Reverse Program –
Administration and Application**

Dear Chairman Pinsky and Committee Members:

The Maryland Transportation Builders and Materials Association (“MTBMA”) has been and continues to serve as the voice for Maryland’s construction transportation industry since 1932. Our association is comprised of 200 members. MTBMA encourages, develops, and protects the prestige of the transportation construction and materials industry in Maryland by establishing and maintaining respected relationships with federal, state, and local public officials.

While we appreciate the Sponsor’s intent with this legislation, we must oppose SB 721. This bill has a negative impact on businesses like ours. The COVID-19 pandemic has forced us to cope with various economic hurdles, and this bill would only increase that burden. SB 721 puts a significant disadvantage on our industry by prioritizing other establishments. We believe this is something that the market should dictate. Furthermore, these types of additional considerations only further delay the procurement process. We ask the Committee to consider the harmful impact this bill could have, and it is for these reasons that we ask for an UNFAVORABLE report on Senate Bill 721.

We thank you for your time and consideration.

Thank you,



Michael Sakata
President and CEO
Maryland Transportation Builders and Materials Association