



March 1, 2022

Senator Guy J. Guzzone, Chairman
Senate Budget and Taxation Committee
Miller Senate Office Building
11 Bladen Street
Annapolis, Md. 21041
Reference: SB-644 (State Procurement -Preferences-Historically Underutilized
Business Zone Businesses)

Dear Chairman Guzzone:

The economic virtues of Senate bill-644 has come to my attention. Please allow me to introduce myself, I am Wayne Frazier, Sr., president of Maryland Washington Minority Companies Association, (MWMCA), a minority and women-owned business, construction and design trade association located in Maryland since 2001. We advocate for the inclusion of said trades in all government and private procurement, because we believe it strengthens our total economy.

Concerning SB-644, we believe that it is time to include US HUBZone certified businesses in Maryland as part of Maryland's procurement sourcing supply goals. We believe, it is extremely just because it serves as an economic vehicle to strengthen impoverished communities around the state where historically underutilized businesses may be located. I say may, because every business in Maryland has its choice of location, and most choose to locate outside of impoverished areas, thus keeping them impoverished. Basically, that's the simple criteria of a US HUBZone certified business. However, one main factor or criteria to become certified by any business located in these areas, is that they must hire 35% of their labor from that zone. To us, that is economic life changing that flows back to the families of that community. To us, it also makes no difference whether the business ownership is non-minority or not, or the concern that some businesses may already have minority or disadvantaged certification, thus overlapping programs. Because none of the existing programs requires one to hire 35% of its employees from designated impoverished communities. To us, that is the sudden-death overtime win that changes the equation. US HUBZone certified businesses

deserve to be part of Maryland's socio-economic engineering inclusion because it will lift impoverished communities.

In closing, it's with our utmost pleasure to favorably support the passage of SB-644. Maryland will become the shining example for the rest of the nation to raise up its impoverished business communities!

Sincerely yours,

A handwritten signature in black ink, appearing to read 'W. R. Frazier, Sr.', written over a horizontal line.

Wayne R. Frazier, Sr.
President