

Document _SB 514 County Procurements – Minority Bu

Uploaded by: Christopher Costello

Position: FAV

Howard County Chamber of Commerce exhibit:

SB 514 County Procurements – Minority Business Enterprise Utilization Programs – Certification

MARYLAND DEPARTMENT OF TRANSPORTATION

OFFICE OF MINORITY BUSINESS ENTERPRISE

MBE Only Certification

The Maryland Department of Transportation (MDOT) is the State's Official Certification Agency. Firms with Disadvantaged Business Enterprise (DBE) certification may meet minority business participation goals on federally-funded contracts issued by the U. S. Department of Transportation which include contracts administered by the MDOT Maryland Aviation Administration (MDOT MAA), the MDOT Maryland State Highway Administration (MDOT SHA), the MDOT Maryland Transit Administration (MDOT MTA), and Metropolitan Planning Organizations (MPOs). Firms may hold certification as a Minority Business Enterprise (MBE) in addition to DBE certification. MBE firms are eligible to meet minority business participation goals on State-funded contracts in addition to contracts funded by counties and cities within Maryland that accept MDOT's certification for their minority business participation programs. Applicants who submit the Uniform Certification Application are evaluated for eligibility in both the MBE and DBE programs simultaneously.

Notify the MBE Officer during the investigation phase of the certification process if you do not want to be considered for MBE certification.

- There is no cost to apply for certification as an MBE/DBE.
- It takes several months to complete the entire process once a complete application package has been received.
- Submitting an incomplete application package will delay the overall certification process.
- Please follow the Documentation Checklist appropriate to your business structure.
- Don't hesitate to contact OMBE with questions at any time.
 - [410-865-1269](tel:410-865-1269)
 - mbe@mdot.maryland.gov

Steps to Submit an Application for MBE Certification

1. Download the **MBE Only Application**.
 - Print or save to your desktop.
2. Read the instructions for completing the application.
3. Complete all sections of the application.
 - Do not leave blanks on the application.
 - Note "N/A" in areas that are not applicable.
 - For areas marked as "N/A," include a brief statement about why that information is not applicable.
4. Download and complete the required **Personal Net Worth (PNW) Form**.
 - Read the **PNW Guidelines (Instructions)** and **PNW Overview** for guidance on completion of the PNW.
 - Print PNW form or save it to your desktop.
 - This is the official form to be used for MBE/DBE/ACDBE Certification.
5. Review the appropriate **Document Checklist** for submitting applications.
 - These are the official checklists to be used for MBE/DBE/ACDBE Certification.
6. Application Submission:
 - Apply for certification [here](#).
7. Retain a copy of the entire application package for your files.

Application Assistance

OMBE conducts a free workshop every month to help applicants confidently prepare the application and navigate the certification process. Follow the link below for more information and to register.

Howard County Chamber of Commerce exhibit:

SB 514 County Procurements – Minority Business Enterprise Utilization Programs – Certification

MBE/DBE/ACDBE/SBE Application Assistance Workshops

Online MBE/DBE/ACDBE/SBE Certification Application Assistance Workshop

To comply with social distancing requirements during the Coronavirus Disease (COVID -19) outbreak, the Office of Small and Minority Business Policy (OSMBP) is hosting its monthly MBE/DBE/ACDBE/SBE Certification Application Assistance Workshop via webinar on February 7, 2023 at 10:00 a.m. To register for the webinars, please follow the appropriate links below. Contact OSMBP at 410-865-1298 or Cynthia Jones at 410-865-1397 if there are any questions.

Date	Time	Registration Link
March 7, 2023	10:00 AM	https://register.gotowebinar.com/register/3257833588727738635
March 7, 2023	5:30 PM	https://register.gotowebinar.com/register/7013970917884953103

After registering, you will receive a confirmation email containing important instructions about how to join the webinar.

2023 Application Assistance Workshop Schedule

MDOT's Office of Small and Minority Business Policy conducts a free monthly workshop for firms interested in applying for certification as a Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE), Airport Concession Disadvantaged Business Enterprise (ACDBE) and/or Small Business Enterprise (SBE).

The workshops are held on the first Tuesday of every month at MDOT Headquarters in Hanover, MD. Content includes:

- an examination of the five eligibility standards
- a review of the complete application process
- an in-depth look at the Uniform Certification Application (link provided below)
- answers to the most common application questions

We will also take a brief look at how to connect to business opportunities with the State of Maryland and offer some valuable marketing and business development tips.

In addition to the monthly workshops conducted in the morning, four evening sessions are also available. In March, June, September and December, the application assistance workshop will be repeated in the evening starting at 5:30 PM. Just like in our morning sessions, participants are able to meet with a certification expert following the presentation.

What: MBE/DBE/ACDBE/SBE Application Assistance Workshop

Please complete a registration form for each individual attending the workshop.

When: First Tuesday of every month

**With the exception of Monday January 7*

Time: 10:00 a.m. - Every month

5:30 p.m. - In addition to the morning sessions, evening sessions are also held during the months of March, June, September, and

Cost: Free

2022 SBE AAW Schedule 2021 SBE AAW Schedule

SBE ONLY Application Assistance Workshop

Workshops are held on the third Tuesday of every quarter at MDOT Headquarters in Hanover, MD. Content includes:

- an examination of the eligibility standards
- a review of the application process
- answers to the most common application questions
- an overview of marketing tips and contract opportunities

What: SBE Application Assistance Workshop

Please complete a registration form for each individual attending the workshop.

When: Semiannual (January and July)

Time: 9:00 a.m.

Cost: Free

The Office of Minority Business Enterprise (OMBE) requires submission of a complete application before the certification process begins. A complete application includes the UCA or MBE application (application contingent on the type of certification preferred) and all supporting documents. Applicants should review the **Document Checklists** and select the list for your business structure (i.e. LLC, Corporation or Sole Proprietorship), to ensure that all of the required documents are included. WE ARE REQUESTING THAT ALL DOCUMENTS BE SUBMITTED ELECTRONICALLY USING THE ONLINE PORTAL FOUND HERE: <https://marylandmdbe.mdbecert.com/>

Testimony_SB 514 County Procurements – Minority Bu

Uploaded by: Christopher Costello

Position: FAV



6240 Old Dobbin Lane ■ Suite 110 ■ Columbia, MD 21045

March 4, 2023

Hon. Guy Guzzone
Chair, Senate Budget & Tax Committee.
3 West Miller Senate Office Building
Annapolis, MD 21401
Guy.Guzzone@senate.state.md.us

Re: **SB 514** County Procurements – Minority Business Enterprise Utilization Programs – Certification

Position: **Favorable**

Dear Chair Guzzone:

The Howard County Chamber of Commerce (Chamber) is a business organization dedicated to economic, business, and community development in Howard County and the Central Maryland region. In advancing our mission, we advocate for policies that lead to job creation and investment.

It is in accordance with our mission that we ask the Budget and Tax Committee to support SB 514, which will permit disadvantaged and minority business owners who have received a Minority Business Enterprise (MBE) certification from a state agency, to by-pass the county application and eligibility certification.

Attached is an example of the requirements that a candidate must complete before they can become a certified MBE by the State of Maryland. Please note the “Assistance Workshops” that are provided.

We sincerely hope that the members of the Senate Budget and Tax Committee will agree that the State of Maryland thoroughly examines and prepares candidates before they are designated an “MBE.”

On behalf of the Chamber members, we request a favorable vote on SB 514

Respectfully,

A handwritten signature in black ink that reads 'Leonardo McClarty'.

Leonardo McClarty, CCE
President, Howard County Chamber

Copy: **Members of Budget and Tax Committee**

SB 514 - STO and COMP Testimony.pdf

Uploaded by: Dereck Davis

Position: FAV

Brooke Lierman
Comptroller

Dereck E. Davis
Treasurer

Testimony in Support of Senate Bill 514

**County Procurements – Minority Business Enterprise Utilization Programs –
Certification**

Senate Budget and Taxation Committee

March 8, 2023

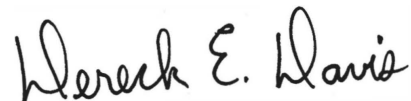
As the top two fiscal officers for the State, we share a commitment to promoting minority business enterprises. Senate Bill 514 furthers this goal by streamlining the process to become certified by various government entities and making it easier and more efficient for MBEs to do business in different jurisdictions. With the passage of this legislation, State certification will act as a passport to enable a business to meet the requirements of a county MBE utilization program. Additionally, the bill provides counties with an opportunity to partner with the State to bolster and enhance their minority business programs.

For the foregoing reasons, we respectfully request a favorable report on Senate Bill 514.

Sincerely,



Brooke E. Lierman
Comptroller of Maryland



Dereck E. Davis
State Treasurer

SB0514-BT-LOC.pdf

Uploaded by: Nina Themelis

Position: INFO



BRANDON M. SCOTT
MAYOR

*Office of Government Relations
88 State Circle
Annapolis, Maryland 21401*

SB 514

March 8, 2023

TO: Members of the Senate Budget and Taxation Committee

FROM: Nina Themelis, Interim Director of Mayor's Office of Government Relations

RE: SB 514 - County Procurements – Minority Business Enterprise Utilization Programs – Certification

POSITION: Letter of Information

Chair Guzzone, Vice Chair Rosapepe, and Members of the Committee, please be advised of the Baltimore City Administration (BCA) **letter of concern** for Senate Bill (SB) 514.

SB 514 would require a county with a minority business enterprise utilization program and certification process to accept State certification of a minority business enterprise as valid for certification purposes.

While the BCA supports the intent of this bill, we have some concerns about removal of certification authority and discretion from local, municipal minority and women business enterprise (M/WBE) certification programs.

The Maryland Department of Transportation (MDOT) certifies for categories that the City's Minority and Women's Business Operations Office (MWBOO) does not provide. This would potentially forgo MWBOO's ability to investigate these businesses to ensure that they are operating as a lawful business. Additionally, we are concerned that this will violate the legally mandated narrow tailoring of the MWB Program that limits the applicability to the Baltimore City Market Area that has been established by the [August 2022 MGT Disparity Study](#).

MGT analyzed data for July 1, 2015 (Fiscal Year 2016) through June 30, 2019 (Fiscal Year 19) for Construction, Architecture and Engineering, Goods, and Other Services, including professional services. The Study analyzed whether a disparity exists between the number of available MBEs, WBEs, VBEs, DOBEs, and LGBTQs providing goods or services in the above business categories (availability) and the number who are contracting with the City as a prime contractor or subcontractor (utilization). This would severely impact the availability and utilization figures that are based upon the Baltimore City Market Area. Furthermore, they are relied upon to set particularized contract M/WBE participation goals.

The Baltimore City Market Area was established based upon the review of City Fiscal Year 2016 through Fiscal Year 2019 spending data. SB 514 legislation would enlarge the program's scope to that of the State which would open up the City and the MWB Program to potential legal challenges for the program being overly broad in scope. The BCA must have a statistically significant disparity, based upon the Disparity Study data, that serves as the foundation of the remedial efforts of the MWB Program.

The BCA would appreciate the opportunity to address these substantive issues and implementation challenges that are non-fiscal in nature.

SB0514 - TSO - MBE County Procurement - LOI_FINAL.

Uploaded by: Patricia Westervelt

Position: INFO

March 8, 2023

The Honorable Guy Guzzone
Chair, Budget and Taxation Committee
3 West, Miller Senate Office Building
Annapolis MD 21401

***RE: Letter of Information – Senate Bill 514 – County Procurement – Minority
Business Enterprises Utilization Programs - Certification***

Dear Chair Guzzone and Committee Members:

The Maryland Department of Transportation (MDOT) takes no position on Senate Bill 514 but offers the following information for the Committee's consideration.

The MDOT's Office of Minority Business Enterprise (OMBE) is responsible for certifying firms for participation in the State's Minority Business Enterprise (MBE) and the federal Disadvantaged Business Enterprise (DBE), as well as the Airport Concession Disadvantaged Business Enterprise (ACDBE) and Small Business Enterprise (SBE) programs.

Senate Bill 514 requires all counties that operate minority business enterprise programs with an accompanying certification process to accept the State's certification. Should counties continue to accept and encourage their own certification applications, in addition to the State's certification process, Senate Bill 514 will have minimal impact on MDOT; however, if counties decide to default to requiring applicants to obtain MBE certification through MDOT, the volume of applications submitted to MDOT will increase. MDOT would require additional resources to process the possible increase in the number of certification applications.

In 2021, MDOT received 969 applications, and that increased to 1,400 in 2022. Currently, there are approximately 7,800 MBE firms listed in the directory.

The Maryland Department of Transportation respectfully requests the Committee consider this information when deliberating Senate Bill 514.

Respectfully submitted,

Pilar Helm
Director of Government Affairs
Maryland Department of Transportation
410-865-1090