

BALTIMORE COUNTY PUBLIC SCHOOLS

DATE: December 18, 2012

TO: **BOARD OF EDUCATION**

FROM: S. Dallas Dance, Superintendent

SUBJECT: **MINORITY AND SMALL BUSINESS ENTERPRISES – 2012 ANNUAL REPORT**

ORIGINATOR: Michael Sines, Chief Operations Officer

RESOURCE PERSON(S): Barbara Burnopp, Chief Financial Officer
Richard Gay, Manager, Office of Purchasing

INFORMATION

The Board of Education and the State of Maryland have policies and regulations related to MBE/SBE participation on contracts. Board Policy 3200 requires the superintendent to report on the participation of minority and small business enterprise annually.

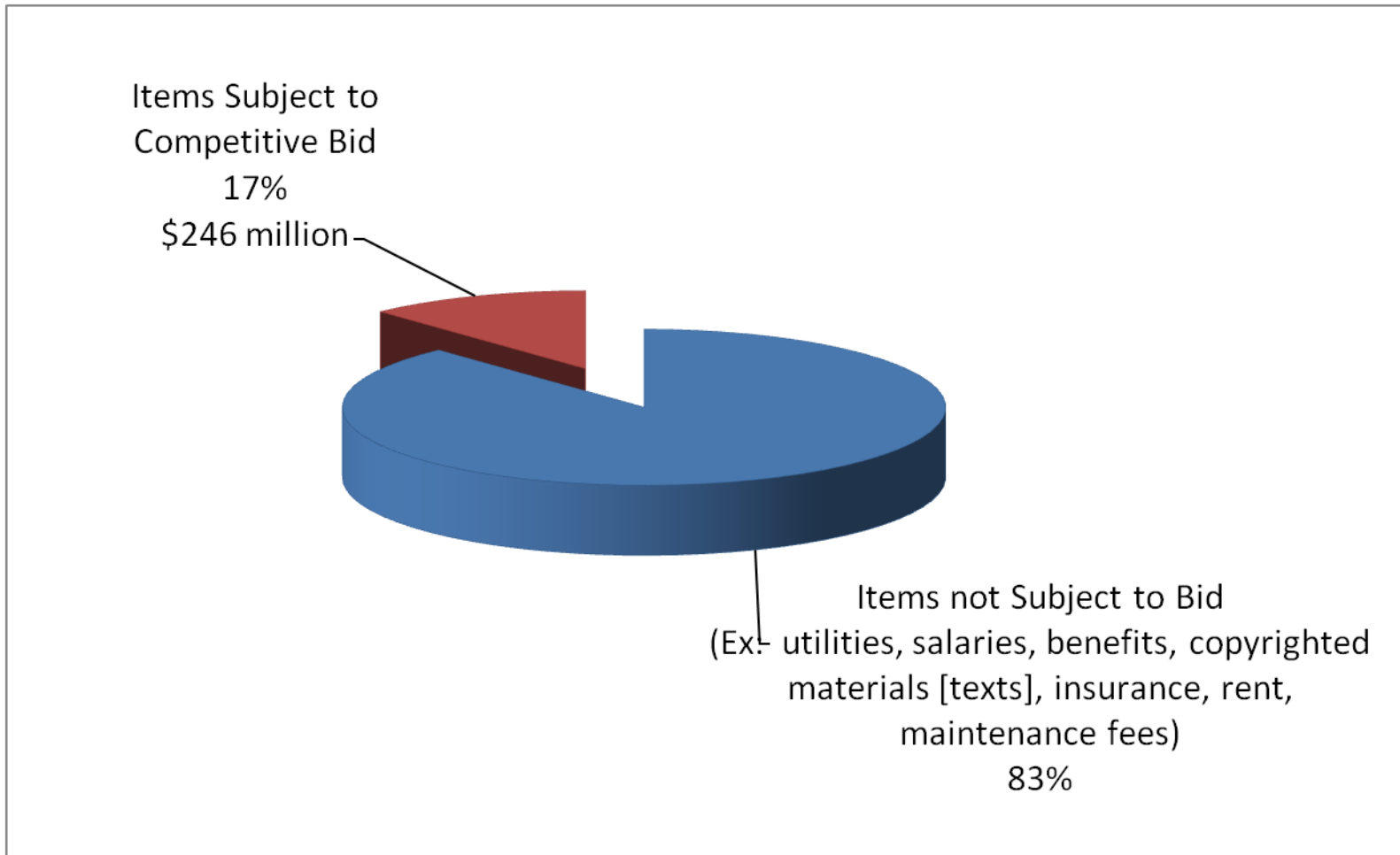
Attachment I – Minority and Small Business Enterprises – 2012 Annual Report

Office of Purchasing Minority and Small Business Enterprises



2012 Annual Report

FY2012 Operating, Grants, Capital, and Food Services Expenditures



Annual Reporting Results

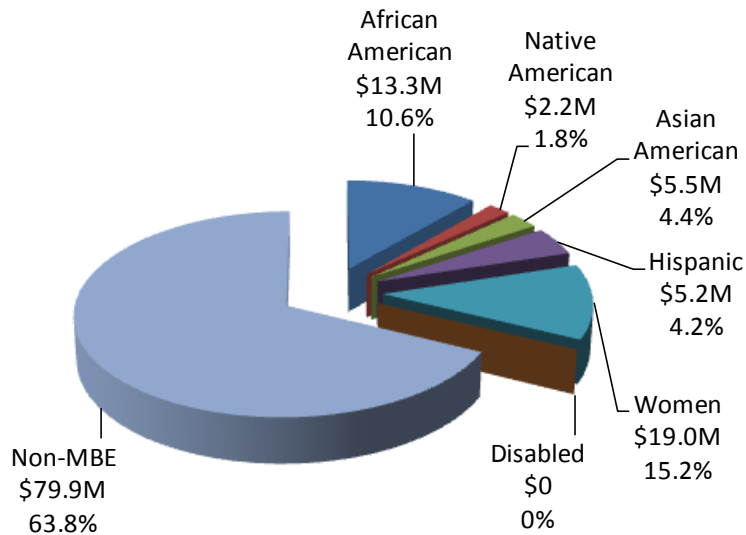
MBE Participation for State Funded Construction Contracts by Category

2011 MBE Participation

Amount \$45,295,449

Percent 36.2%

FY 2011

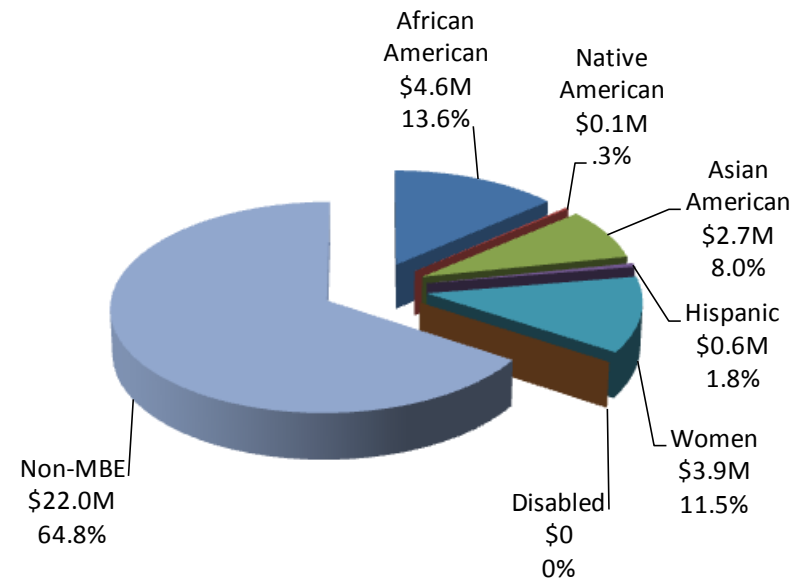


2012 MBE participation

Amount \$11,875,523

Percent 35.1%

FY 2012



Annual Reporting Results

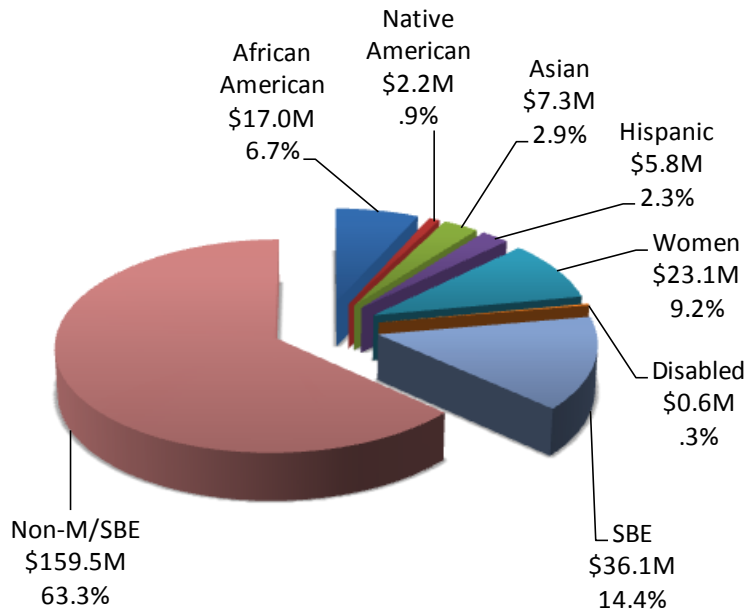
MBE and SBE Participation for All Contracts by Category

2011 MBE/SBE Participation

Amount \$92,268,114

Percent 36.7%

FY 2011

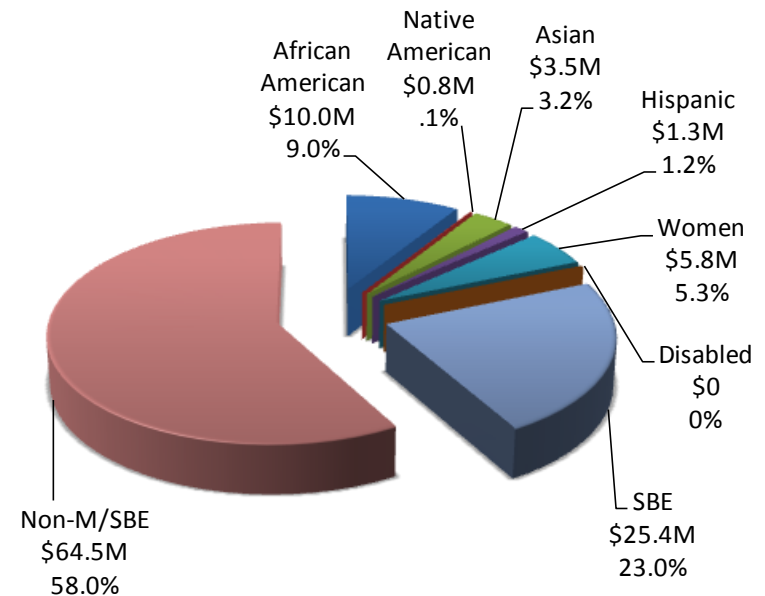


2012 MBE/SBE Participation

Amount \$46,749,635

Percent 42.0%

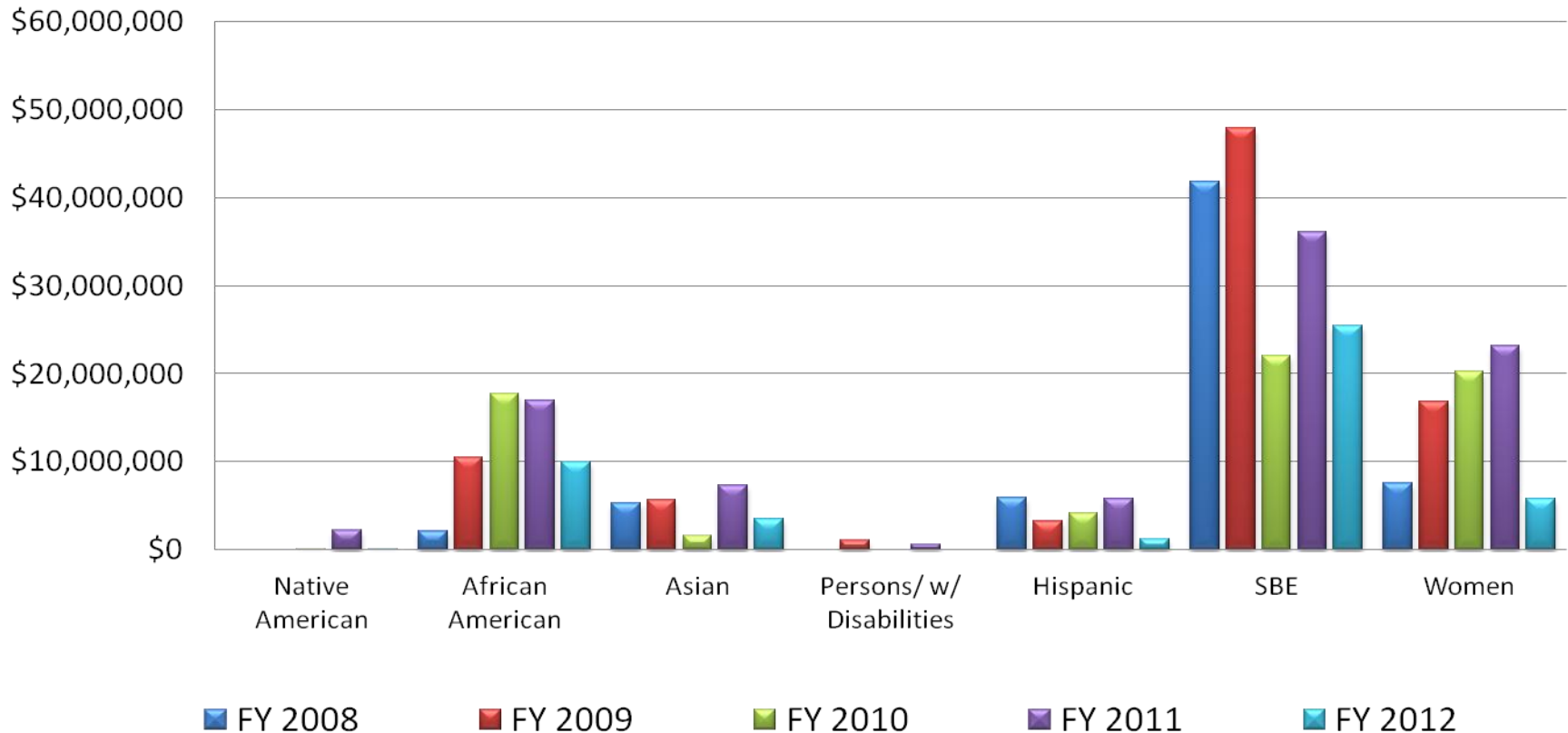
FY 2012



Annual Reporting Results FY 2008 - FY2012

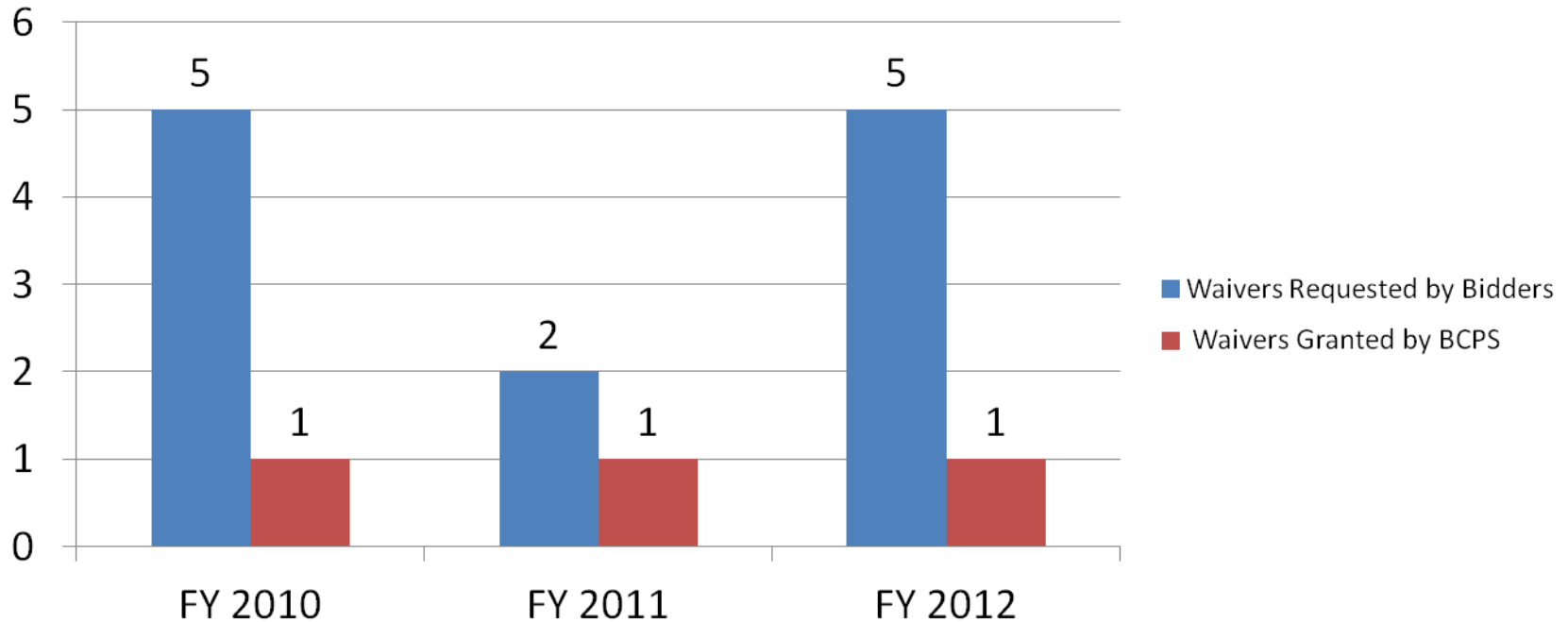
Dollar Value of Participation That Includes MBE/SBE

July 1, 2007, through June 30, 2012



In FY 2012, BCPS awarded contracts totaling \$110.8M, which was a 44% decrease from the \$251.7M awarded in FY 2011. This was due to a large decrease in funding for construction. Additionally at the start of FY 2012 the required State MBE sub-goals were changed and women-owned businesses were eliminated, while Asian owned businesses were added.

Waivers For MBE Participation Goals Requested by Bidders and Granted by BCPS



The higher number of requested waivers in FY 2012 is directly attributable to the change in MBE sub-goals as a result of the directive issued by the Governor's Office of Minority Affairs in July 2011. The directive set an Asian sub-goal of 4% and an African American sub-goal of 7% for all state funded construction projects.

BCPS MBE Outreach Efforts

The MBE Officer and MBE Outreach Liaison for BCPS have:

- Visited prime contractors to discuss their participation in the MBE program.
- Offered contractors assistance with
 - Identifying MBE subcontractors
 - Sending ads to solicit subcontractor bids
 - Completing forms correctly
- Assisted the Public School Construction Program by spearheading the revision of the MBE procedures for state-funded public school construction projects to align with directive issued by the Governor's Office of Minority Affairs in July 2011.
- Attended Maryland Senate briefing on procurement law with a focus on the MBE program
- Participated in *Baltimore County Government Procurement Meet the Buyers Outreach Events*.
- Participated in *Baltimore County Government Procurement Hispanic Outreach Event*.
- Hosted outreach event for Asian-owned businesses.
- Participated in the *Southern Maryland Regional Purchasing and Procurement Expo*.
- Attended two regional *Blue Book* networking events.
- Participated in the 20th Annual *Baltimore Washington Corridor Council Government Procurement Fair*.
- Attended the *Maryland Washington Minority Contractor's Association Annual Awards Breakfast and Business Showcase Expo*.
- Participated in *Maryland Washington Minority Contractor's Association Minority Business Expo and Roundtable*.
- Participated in the *Center for Minority Business Development Procurement Conference in Prince George's County*.
- Participated in the *Washington Suburban Sanitary Commission 2012 Women's Business Owner's Expo*.

BCPS MBE Outreach Efforts

Hosted the third annual *Meet & Greet* for 110 general contractors and 450 MBE subcontractors at the Maryland State Fairgrounds. This event has grown from our first year at Oregon Ridge Lodge with 35 general contractors and 150 subcontractors.

