



February 17, 2012

Honorable President
and Members of the City Council of Baltimore
Room 409, City Hall
100 N. Holliday Street
Baltimore, Maryland 21202

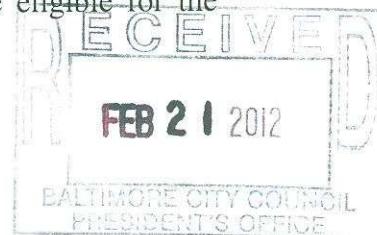
Re: City Council Bill 12-0009R
Resolution – Information Hearing – Local, Small,
and Disadvantaged Business Purchasing Preferences for Baltimore

Dear Mr. President and City Council Members:

The Minority and Women's Business Opportunity office supports the Council's resolution to discuss ways to encourage the growth of local, small and disadvantaged businesses. We see several benefits of a small, local business enterprise program. It could provide an additional race- and gender-neutral tool for the City to use in its efforts to ensure that all segments of its local business community have significant opportunity to participate in City contracts. Secondly, it could provide additional avenues to promote employment opportunities in the City. And thirdly, it could enhance competition for City contracts from the growing pool of small and locally based businesses.

Any discussion of establishing a local, small and disadvantaged business enterprise program must address the following concerns:

- The term "disadvantaged" suggests that the procurement preferences will be limited to minority- and women-owned businesses. Any procurement preferences afforded small, local firms should not be based on race and gender so as to avoid any conflicts with the City's MBE/WBE program.
- Should "small" be defined by revenue dollar amount or by number of employees?
- How should "local" be defined? Should definition of local be based upon where Baltimore City citizens are employed? If census data show a high percentage of city citizens employed in surrounding counties, should the definition of local include the surrounding counties?
- Should there be a limit on the length of time a firm would be eligible for the program?



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- Should there be limitations on the number of contracts a small, local business enterprise receives under the preferences?
- What agency should manage the certification process?
- Are there Charter issues that must be addressed before establishing small, local business enterprise preferences?

We look forward to a frank discussion of the Council's resolution.

Sincerely,

A handwritten signature in black ink, appearing to read "Thomas B. Corey". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Thomas B. Corey
Chief

TBC/lvw

cc: Kalliope Parthemos, Deputy Mayor
George Nilson, City Solicitor
Angela Gibson, City Council Liaison, Mayor's Office