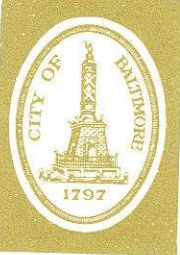


<b>FROM</b>	NAME & TITLE	Karen Sitnick, Director <i>KS</i>	CITY of BALTIMORE <b>MEMO</b>	
	AGENCY NAME & ADDRESS	Mayor's Office of Employment Development 417 E. Fayette Street, Suite 468		
	SUBJECT	<b>City Council Bill 12-0009R – Local, Small and Disadvantage Business Preferences for Baltimore</b>		

**TO** The Honorable, Mr. President and Members of the City Council  
 Room 400, City Hall DATE: February 14, 2012

**Introduction**

City Council Bill 12-0009R invites representatives from the Mayor's Office of Employment Development to appear before the Council to discuss how the City can best leverage its purchasing expenditures to encourage the growth of local, small, and disadvantaged businesses.

The Mayor's Office of Employment Development (MOED), the City's workforce development agency, coordinates and directs workforce development initiatives that respond to the needs of Baltimore City employers and job seekers. MOED strongly supports the success of small and disadvantaged businesses in our community as they are crucial to the long-term health of our local economy. Moreover, MOED has taken a leadership role in recent initiatives designed specifically to promote the success of such businesses.

MOED administers Mayor Stephanie Rawlings-Blake's *Employ Baltimore* Executive Order, which offers small and disadvantaged businesses the functionality of a personal human resource department. Under *Employ Baltimore*, small and disadvantaged businesses awarded City contracts of \$50,000 or more are directed to meet with MOED, where they gain access to customized workforce development planning as well as no-cost outreach, recruitment, assessment, pre-screening and referral of qualified job candidates to help them fill one or more jobs. MOED also helps local small and disadvantaged businesses stay on the cutting edge by connecting employers with training grant opportunities that fund customized training for their new employees or upgrade the skills of their existing workforce. MOED staff regularly meets with employers to provide information on available tax credits and important labor market information.

MOED's advisory body, the Baltimore Workforce Investment Board (BWIB), plays an ongoing role in shaping the focus of MOED services with respect to small and disadvantaged business. The BWIB recently established a new committee dedicated to promoting business engagement in the public workforce system. The newly-formed Business Engagement committee will focus specifically on engaging the business community, to better understand and more effectively respond to their needs. Reaching small and disadvantaged local businesses will be a primary area of focus for this committee. These and other best-practice initiatives currently in place at MOED provide us with a unique perspective on the needs of small and disadvantaged businesses. We would be pleased to appear before the Council, to share MOED's experience and assist in developing a comprehensive Business Enterprise Program customized to the needs of our City's business community.

Thank you for the opportunity to comment on this important public policy issue.

*Comments*

