


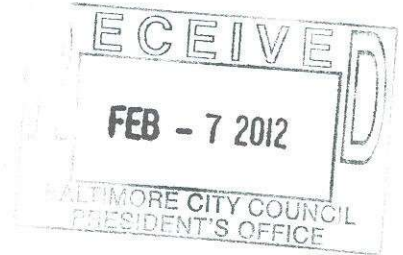
MEMORANDUM

TO: Honorable President and Members of the City Council  
Attention: Karen Randle, Executive Secretary

FROM: M. J. Brodie, President 

DATE: February 3, 2012

SUBJECT: City Council Bill No. 12-0009R  
Informational Hearing – Local, Small, and Disadvantaged Business Purchasing  
Preferences for Baltimore



The Baltimore Development Corporation (BDC) has been asked to comment on City Council Bill No. 12-0009R a resolution inviting City agencies to discuss how best the City can leverage its purchasing expenditures. BDC supports the establishment of formal processes that provide access for local, small, and disadvantaged Baltimore businesses to compete and qualify for award of purchasing contracts.

Leverage of the City's purchasing power lies in its purchasing preferences and in building capacity. Purchasing preferences: City agencies can include local, small and disadvantaged businesses in its pool of 'preferred' providers of goods and services, similar to the efforts to build and grow minority and women business. But City government cannot do this alone – local anchor institutions should be encouraged where possible to create receivables locally. University of Maryland (University Center which includes the hospital, university and bio-park) and the Baltimore Integration Project working with Johns Hopkins University, MICA and the University of Baltimore are examples of anchor institutions working with local communities to provide procurement opportunities for local small business.

Building Capacity: In previous years, the Small Business Resource Center (SBRC) has managed a contractor development program to build the capacity of minority and women construction contractors in the Baltimore metropolitan area to eventually become bonded prime contractors in the marketplace. The SBRC is negotiating with the Department of Public Works to extend this program.

The SBRC also assists Minority and Women owned businesses with Federal, State and Local government certifications and access to contracting opportunities by providing continuous assistance with navigating the maze of requirements and bidding opportunities to become successful MBE/WBE contractors with the City and State governments. The SBRC also partners

F

with the Mayor's Office of Minority and Women Business Office to produce a Vendor Development Training program for existing and newly certified companies.

The BDC supports City Council bill 12-0009R.

sandra.blake/ccbill12/12-0009R