


<b>FROM</b>	NAME & TITLE	Alfred H. Foxx, Director	CITY of <b>BALTIMORE</b> <b>MEMO</b>	
	AGENCY NAME & ADDRESS	Department of Public Works 600 Abel Wolman Municipal Building		
	SUBJECT	<b>CITY COUNCIL BILL 12-0009R</b>		

**TO**

DATE: February 23, 2012

The Honorable President and Members  
of the Baltimore City Council  
c/o Karen Randle  
Room 400 – City Hall

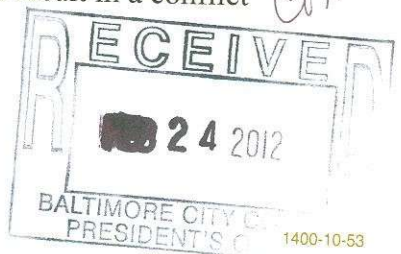
I am herein reporting on City Council Resolution 12-0009R introduced by Council Member Holton, President Young, Council Members Henry, Scott, Stokes, Mosby, Middleton, Curran, Kraft, Cole, Welch, Reisinger, Branch, Clarke, and Spector.

The purpose of the Resolution is to invite representatives from city agencies concerned with purchasing and economic 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 Department of Public Works, in concert with the Department of Transportation and the Mayor's Office of Minority and Women Owned Businesses, is in discussion with the Small Business Resource Center (SBRC) about assisting with the extension of their local contractor development program. Both this Department and the Department of Transportation have provided funding for the SBRC's program in past years. The local contractor development program provided local and minority and women owned businesses with technical assistance, alerts to upcoming opportunities for City procurements and construction projects, and helped these businesses prepare to compete for government contracts. The SBRC may be a good resource to the Committee by sharing its expertise and knowledge acquired in working with local, small and disadvantaged businesses in Baltimore. In addition, the Mayor's *Employ Baltimore* Executive Order, administered through the Mayor's Office of Employment Development, is a mainstay in connecting potential employers with Baltimore's workforce, and in providing opportunities for training and advancement skills. This office is an invaluable resource as well.

The State of Maryland has, as part of its Finance and Procurement Article, a Small Business Reserve Program (Title 14 Subtitle 5) and a Small Business Preference Program (Title 14, Subtitle 2). The program applies to the Maryland Departments of General Services, Transportation, and the University System of Maryland. The Small Business Reserve Program sets a minimum of 10% of a designated procurement unit's expenditures of goods, supplies, services, maintenance, construction, construction-related services, architectural services, and engineering service contracts, to be made to small businesses. This percentage does not apply to the value of contracts for which these conditions would result in a conflict with federal law.

*Comments*



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Certain eligibility criteria must be met for a business to be considered a small business by the State, and the business must be on the comprehensive bidder's list of qualified small businesses as compiled, maintained and posted by the Maryland Department of General Services. The criteria for qualifying as a small business may vary among industries to reflect the unique characteristics of each industry. A review of the State program, including the cost and structure to maintain the program, as well as its successes and challenges, may be instructive.

While this Department is not qualified to discuss the legal ramifications of a small business opportunity program, we would expect Public Works to be considered a major procurement agency should such a program be developed in Baltimore. Representatives of the Department of Public Works will attend the hearing on City Council Resolution 12-0009R to listen to and participate in the discussion on the leveraging the City's purchasing expenditures to encourage the growth of local, small and disadvantaged businesses.

Respectfully,



ALFRED H. FOXX  
DIRECTOR

AHF/MMC:ces

cc: Ms. Marcia Collins