

**CITY OF BALTIMORE  
COUNCIL BILL 12-0009R  
(Resolution)**

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Introduced by: Councilmember Holton, President Young, Councilmembers Henry, Scott, Stokes,  
Mosby, Middleton, Curran, Kraft, Cole, Welch, Reisinger, Branch, Clarke, Spector

Introduced and read first time: January 9, 2012

Assigned to: Budget and Appropriations Committee

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REFERRED TO THE FOLLOWING AGENCIES: City Solicitor, Department of Public Works, Baltimore  
Development Corporation, Department of Finance, Mayor's Office of Employment  
Development, Minority and Women's Business Opportunity Office, Mayor's Office of Minority  
Business Development

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A RESOLUTION ENTITLED

1 A COUNCIL RESOLUTION concerning

2 **Informational Hearing - Local, Small, and Disadvantaged Business Purchasing Preferences**  
3 **for Baltimore**

4 FOR the purpose of inviting representatives from City agencies concerned with purchasing and  
5 economic development to appear before the Council to discuss how the City can best  
6 leverage its purchasing expenditures to encourage the growth of local, small, and  
7 disadvantaged businesses.

8 **Recitals**

9 In Baltimore, as is true throughout America, small businesses are often the critical drivers of  
10 job creation and economic expansion. Even the largest Fortune 500 company had to first start  
11 out as an entrepreneur's dream that someone was willing to risk turning into a small business.  
12 The pursuit of these dreams in small businesses has resulted in the creation of the majority of all  
13 new jobs over the past 15 years.

14 On the federal level, Congress and President Obama are currently working on ways to jump  
15 start the national economy by assisting small businesses throughout the country. This same focus  
16 on small businesses has proven to be effective in encouraging growth on a local level in many  
17 regions.

18 One of the best ways that governments at all levels have found to help local enterprises move  
19 up the ladder from dream, to small business, to major economic engine, is simply to buy the  
20 products produced by local small and disadvantaged businesses whenever possible. A majority  
21 of states, and many large cities comparable to Baltimore, have established formal programs to  
22 give local entrepreneurs a real chance to compete for government contracts. This ensures that the  
23 money these jurisdictions spend on goods and services is distributed in a way that benefits their  
24 local economies; allowing them to immediately recapture some of their expenditures through  
25 taxes, increase employment among their constituents, and permanently grow the local tax base.

26 Other jurisdictions have been maximizing the impact of their purchases in this way for 30  
27 years or more. The longevity of these programs shows that any short-term costs have been seen

EXPLANATION: Underlining indicates matter added by amendment.  
~~Strike out~~ indicates matter deleted by amendment.

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1 to pale in comparison to the long-term boosts that are provided to the local economy. It is well  
2 past time that Baltimore join these jurisdictions in ensuring that the City's purchases support jobs  
3 for our citizens, as well as the day to day activities of City government.

4 The Local, Small, and Disadvantaged Business Enterprise programs used elsewhere take  
5 many different forms. Some approaches would doubtless prove more effective than others here  
6 in Baltimore. As a first step toward implementing a Local, Small, and Disadvantaged Business  
7 Enterprise Program of its own, the City must examine the various models in use elsewhere. A  
8 frank discussion among the various arms of City government concerned with purchasing and  
9 economic development must then be had about the pluses and minuses of each model so that the  
10 best possible program for Baltimore can be designed and enacted by the Mayor and City Council.

11 **NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF BALTIMORE,** That  
12 representatives from City agencies concerned with purchasing and economic development are  
13 invited to appear before the Council to discuss how the City can best leverage its purchasing  
14 expenditures to encourage the growth of local, small, and disadvantaged businesses.

15 **AND BE IT FURTHER RESOLVED,** That a copy of this Resolution be sent to the Mayor; the  
16 Director of Public Works, the Director of the Office of Minority and Women-Owned Business  
17 Development, the Finance Director, the Director of the Office of Employment Development, the  
18 President of the Baltimore Development Corporation, the City Solicitor, and the Mayor's  
19 Legislative Liaison to the City Council.