



# **Navigating Maryland's Procurement Programs**

**Alison Tavik**

**Governor's Office Of Small, Minority & Women Business Affairs**

March 15, 2019

# Maryland is OPEN for Business

Since day one, the Hogan Administration has been focused on **growing the private sector, creating jobs, and improving our statewide economy.**

- 110,000+ new jobs *(Bureau of Labor Statistics)*
- 1<sup>st</sup> in the nation for the number of minority and women owned firms *(Paychex)*
- 2<sup>nd</sup> in the nation in emerging technologies and innovation *(Center for Digital Government)*
- 3<sup>rd</sup> in the nation for entrepreneurial growth *(Kauffman Foundation)*



# Governor's Office of Small, Minority & Women Business Affairs



- Direct oversight, monitoring, and compliance of three procurement programs across 70 state agencies and departments
- Responsible for connecting small businesses to expanded opportunities in the public and private sectors
- Operate a statewide outreach program to help small, minority, women, and veteran-owned businesses compete with confidence

# State Procurement Programs

## Small Business Reserve (SBR) Program

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- Prime contracting program
- 15% set-aside
- Race and gender neutral
- Online vendor registration process

## Minority Business Enterprise (MBE) Program

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- Subcontracting program
- MBEs can perform as prime contractors
- 29% aspirational goal
- Race and gender specific
- Application-based certification process

## Veteran-Owned Small Business Enterprise (VSBE) Program

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- Subcontracting program
- 1% aspirational goal
- Online vendor certification process

# What is Procurement?

The act of obtaining or buying goods and services through a process that includes preparation, processing, selection, compliance, and approval of payments.



*COMAR Title 21, Section 21.01.01.03*

# Bid vs. Proposal

## Invitation for Bid (IFB)

Awards is made to the responsive bidder who submits the **lowest price.**

- Read everything; understand the scope of work
- Contact the procurement officer for questions related to the bid
- Address all the factors
- Response must be clear and complete
- Double check everything before sending; no second chances

## Request for Proposal (RFP)

Award is made to the responsive & responsible offeror whose proposal is **most advantageous.**

- Read the entire Request For Proposal carefully
- Contact the procurement officer for questions related to the proposal
- Submit clear, concise answers; focus your response on what the State considers most important
- Be prepared to provide additional information if it is requested
- If unsuccessful, may request a debriefing

**Late submissions are NEVER, EVER accepted. NEVER!**

# Responsive & Responsible

**“Responsive”** relates to the tangible documents submitted as of the date/time of bid submission.

- Applies to bids

**“Responsible”** relates to the bidder’s technical capability to deliver the product/service as required.

- Applies to both bids and proposals



# Procurement Categories

## Small Procurements

### Category I

### Category II

Up to \$15,000

- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

## Small Procurements

### Category III:

\$15,001 - \$50,000

- Written solicitation required
- Must be publicly posted on eMaryland Marketplace
- Must try to get a least 2 valid quotes
- Awarded to the lowest or best responsive & responsible bidder or offeror

## Formal Procurements

\$50,001+

- Written solicitation required
- Must be publicly posted on eMaryland Marketplace
- Must try to get a least 2 valid quotes
- Awarded to the lowest or best responsive & responsible bidder or offeror

# State Contracting Pipeline

- eMaryland Marketplace ([procurement.maryland.gov](http://procurement.maryland.gov))
- Procurement Forecast ([goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov))
- Agency websites
- Procurement officers
- Agency liaisons





## USER ASSISTANCE

**eMaryland Marketplace Instruction Guides** provide system and complete common processes.

COMMODITIES/MAINTENANCE

SERVICES

IT CONTRACTS

TRANSPORTATION

BUSINESS COMMUNITY

PROCUREMENT STAFF

Quick Links

> Home

> Login and Register for eMaryland Marketplace (eMM)

> Small Business Reserve Program

> Minority Business Enterprise (MBE) Program


> Governor's Office of Small, Minority & Women Affairs (GOSBA)

> Procurement Forecasting

> Board of Public Works

> Maryland Procurement Technical Assistance Center

> How to do Business with the State of Maryland



Report of the Committee to Modernize State Procurement

View the Procurement Reform Report

eMM/SBR Assistance


Weekdays 8:00 a.m.-4:00 p.m.

Phone: 410-767-1492

[dgs.emaryland@maryland.gov](mailto:dgs.emaryland@maryland.gov)

RFP Template v2.0 & Attachments

eMaryland Marketplace



Welcome to Maryland Procurement!


Maryland conducts the majority of its procurements through eMaryland Marketplace, the online procurement system that is a business tool to provide vendors with easy access to State procurement information. Vendors have the ability to:

- Complete the Small Business Reserve (SBR) self-certification
- Receive notice of bid opportunities
- Search for contracting opportunities
- Submit bids electronically
- Obtain bid results online

State of Maryland has been made aware of a new phishing scam that targets the community of vendors doing business with the State of Maryland. Please do not engage or reply to the messages.

Please go to <http://dgs.maryland.gov/Pages/Procurement/message.aspx> for more information about this fraudulent email. For more information about eMaryland Marketplace, review the [Frequently Asked Questions](#).

← To register or login to eMaryland Marketplace, use the links to the left.



FOUNDED 1634

MARYLAND

WELCOMES YOU

WE'RE OPEN FOR BUSINESS

Larry Hogan

Governor

USER ASSISTANCE

eMaryland Marketplace Instruction Guides

provide step by step instructions to help users navigate the system and complete common processes.

SMALL BUSINESS RESERVE CERTIFICATION

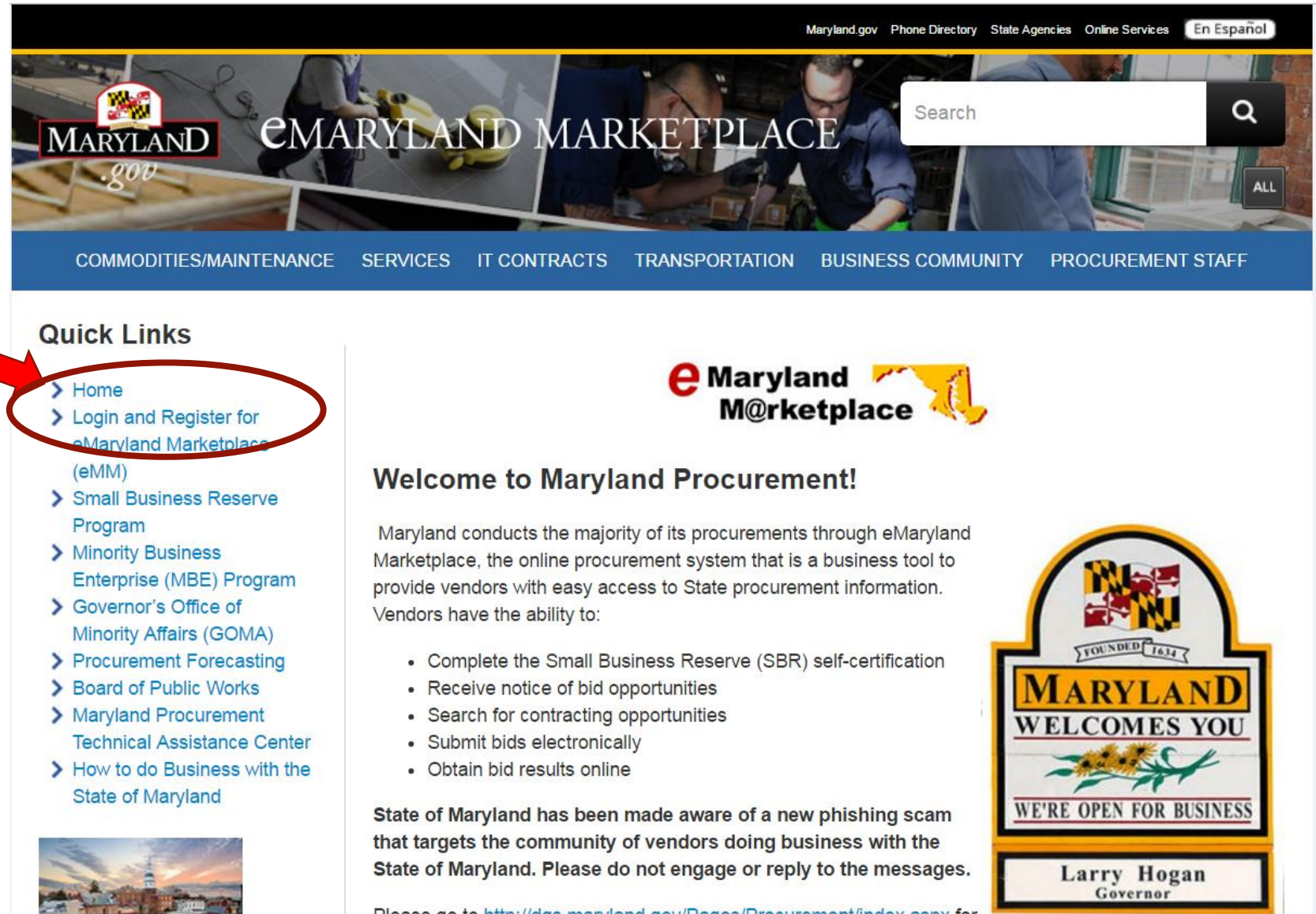
To participate in the state's small business programs, your company must first register in the Small Business Reserve (SBR). To determine if your company qualifies, review the [SBR Qualification Criteria](#).

To register, complete the SBR self-certification process in eMaryland Marketplace. If your company is not yet registered in eMaryland Marketplace you can complete the SBR self-certification during your initial registration. Follow the instructions to [Register Your Business in eMaryland Marketplace](#). If your company is already registered in eMaryland Marketplace and you wish to review the status of your SBR certification or

# procurement.maryland.gov

## eMaryland Marketplace

## SEARCH



The screenshot shows the homepage of the eMaryland Marketplace website. At the top, there is a navigation bar with links for Maryland.gov, Phone Directory, State Agencies, Online Services, and an En Español button. Below this is a large banner image showing workers in a warehouse. The banner includes the Maryland state logo and the text "eMARYLAND MARKETPLACE". A search bar is located on the right side of the banner. Below the banner is a blue navigation bar with links for COMMODITIES/MAINTENANCE, SERVICES, IT CONTRACTS, TRANSPORTATION, BUSINESS COMMUNITY, and PROCUREMENT STAFF.

**Quick Links**

- > Home
- > Login and Register for eMaryland Marketplace (eMM)
- > Small Business Reserve Program
- > Minority Business Enterprise (MBE) Program
- > Governor's Office of Minority Affairs (GOMA)
- > Procurement Forecasting
- > Board of Public Works
- > Maryland Procurement Technical Assistance Center
- > How to do Business with the State of Maryland

**e Maryland Marketplace**


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**MARYLAND WELCOMES YOU**

**Larry Hogan**  
Governor



## Welcome to eMaryland Marketplace

### Login

Login ID:

Password:

Login

[Login Assistance](#)

### Registration Information

- [Register](#)

Register here to begin using New eMaryland Marketplace.  
Vendors, please read this [disclaimer](#) prior to registering.

- [Complete Registration](#)

Complete registration here to begin using New eMaryland Marketplace.  
Vendors, please read this [disclaimer](#) prior to completing registration.

### Open Bids and Contracts

- [Open Bids](#)

Browse open bid opportunities.

- [Active Contracts](#)

Browse active Contracts/Blankets.

- [Contract & Bid Search](#)

Search for Bids and active Contracts/Blankets.

### Registered Vendors

- [Registered Vendor Search](#)

Search for Registered Vendors.

## Advanced Search

Search for: ☒ Bids ☐ Contracts/Blankets

Search Using: ALL of the criteria ▼

Find It

Clear

Search Fields:

Bid #

Bid Description

Organization

Department

Location

Type Code

Catalog

Purchase Method

NIGP Class

NIGP Class Item

Commodity Code

Window

▼

▼

▼

▼



Bid Opening Date(MM/DD/YYYY)



Purchaser



Entered Date(MM/DD/YYYY)



Find It

Clear

## Results

1-25 of 205  
[1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#)

<a href="#">Bid #</a>	<a href="#">Contract/Blanket #</a>	<a href="#">Buyer</a>	<a href="#">Description</a>	<a href="#">Bid Opening Date</a>	<a href="#">Awarded Vendor(s)</a>
<a href="#">MDH0031043075</a>		Keon Pompey	SBR- Window Repair	03/11/2019 02:00:00 PM	
<a href="#">MDCHS31043069</a>		Eleanor Foddrell	Safety and Security Window Film-Indefinite Delivery, Indefinite Quantity (IDIQ)	03/07/2019 04:00:00 PM	
<a href="#">MDCOHT31043033</a>		Tyler Ann French	P1679.19 HPD Windows /Gutter Repair	03/05/2019 02:00:00 PM	
<a href="#">MDV0031042782</a>		Robert Gay	19-MX-026 - SBR - Install 50 Detention Grade Windows at LESCC	02/21/2019 01:00:00 PM	
<a href="#">MD9QA31042574</a>		Jeffrey Rank	Liberty Bldg Window Replacement	02/07/2019 03:00:00 PM	
<a href="#">MDMPS31042335</a>		Laurie S Checco	9159.6, Door and Window Replacements	01/15/2019 02:00:00 PM	
<a href="#">MDFPS31042207</a>		Amy Beall	Bid 19C10, Carroll Manor Elementary School Window and Door Replacement - Phase I	01/07/2019 02:00:00 PM	
<a href="#">MDSPS31042202</a>		Brynn Cosner	Install Security Window Film - Multiple Locations	01/04/2019 02:00:00 PM	
<a href="#">MDWIC31042041</a>		Stephanie Cottman	Circuit Courthouse Window Modifications	01/04/2019 02:30:00 PM	
<a href="#">MDHAG31041787</a>		Stephanie Whalon	19-095 - Window Replacement for Highland Community Center	12/12/2018 01:00:00 PM	
<a href="#">MDH0031041503</a>		Amy Mahoney	Window Washing/Gutter Cleaning IFB	11/14/2018 02:00:00 PM	Award in Process
<a href="#">MDH0031040901</a>		Christine Stenhouse	SBR - Replace Shop Doors and Windows	10/18/2018 02:00:00 PM	Award in Process
<a href="#">MDUMPC31040832</a>		Lisa Thompson	RFP 72169-A Window Replacement for Morrill Hall	10/09/2018 03:00:00 PM	
<a href="#">MDBAL31040554</a>		Cynthia Chase	RP 17808-Lakeland Recreation Center Window Replacements	10/10/2018 12:00:00 PM	
<a href="#">MDSPS31039707</a>		Brynn Cosner	Install Window in LHS Lighting Control Booth	07/19/2018 02:00:00 PM	
<a href="#">MDCOHT31039254</a>		Rodney Tissue	RFP-18-RR-10 ROSLYN BUILDING ROOF AND WINDOW REPLACEMENT	07/10/2018 11:00:00 AM	
<a href="#">MDR1431039214</a>		Patrick Hunt	Window Replacement	06/19/2018 04:00:00 PM	HomeRite of Baltimore LLC

**Bid Solicitation: MDCHS31043069**

**Header Information**

<b>Bid Number:</b>	MDCHS31043069	<b>Description:</b>	Safety and Security Window Film-Indefinite Delivery, Indefinite Quantity (IDIQ)	<b>Bid Opening Date:</b>	03/07/2019 04:00:00 PM
<b>Purchaser:</b>	Eleanor Foddrell	<b>Organization:</b>	Charles County Public Schools		
<b>Department:</b>	CHPSPURC - CHARLES COUNTY PUBLIC SCHOOLS PURCHASING	<b>Location:</b>	SPURC - CHARLES COUNTY PUBLIC SCHOOLS PURCHASING		
<b>Fiscal Year:</b>	19	<b>Type Code:</b>	RP - Request for Proposal (RFP)	<b>Allow Electronic Quote:</b>	No
<b>Alternate Id:</b>	RFP # SSWF-1819	<b>Required Date:</b>	03/05/2019	<b>Available Date :</b>	02/07/2019 11:58:00 AM
<b>Info Contact:</b>	Eleanor Foddrell, Purchasing Analyst, (301) 392-7581, efoddrell@ccboe.com	<b>Bid Type:</b>	OPEN	<b>Informal Bid Flag:</b>	No
<b>Purchase Method:</b>	Open Market				

<b>Pre Bid Conference:</b>	N/A
<b>Bulletin Desc:</b>	CCPS is seeking proposals from experienced, qualified and certified Contractors to supply and install 3M Co. Safety & Security Window Film (or an alternative brand equal to or better than) throughout the district on an as needed basis. Contract period shall be for one yr. with four additional one yr. renewal options. Deadline for receipt of questions is 4 p.m., 2-15-19. Deadline for receipt of proposals is 4 p.m., 3-7-19. Certified Minority Businesses are encouraged to respond to this request

<b>Ship-to Address:</b>	Charles County Public Schools Charles County Public Schools Purchasing Department 5980 Radio Station Road P. O. Box 2770 La Plata, MD 20646 US Email: efoddrell@ccboe.com Phone: (301)392-7581	<b>Bill-to Address:</b>	Charles County Public Schools Charles County Public Schools Purchasing Department 5980 Radio Station Road P. O. Box 2770 La Plata, MD 20646 US Email: efoddrell@ccboe.com Phone: (301)392-7581	<b>Print Format:</b>	
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**File Attachments:** [Request for Proposals \(RFP\) # SSWF-1819, Safety and Security Window Film](#)  
[Addendum I to RFP # SSWF-1819, Safety and Security Window Film-Indefinite Delivery, Indefinitely Quantity](#)

**Form Attachments:**

**Amendments:**

Amendment #	Amendment Date	Amendment Note
1	02/08/2019 11:13:47 AM	Header 1. Bid Opening Date changed from "03/05/2019 04:00:00 PM" to "03/07/2019 04:00:00 PM". Bid Opening Date changed from "03/05/2019 04:00:00 PM" to "03/07/2019 04:00:00 PM" Attachment File Changes: Header 1. File 'Addendum I to RFP # SSWF-1819, Safety and Security Window Film-Indefinite Delivery, Indefinitely Quantity': File 'Addendum I to RFP # SSWF-1819, Safety and Security Window Film-Indefinite Delivery, Indefinitely Quantity' added . Bid Opening Date changed from "03/05/2019 04:00:00 PM" to "03/07/2019 04:00:00 PM" Enrollment Date Changes:

**MARYLAND**  
.gov

GOVERNOR'S OFFICE OF  
SMALL, MINORITY &  
WOMEN BUSINESS AFFAIRS

Enter search term 

[HOME](#) [MBE PROGRAM](#) [SBR PROGRAM](#) [RESOURCE](#) [PROCUREMENT FORECAST](#)

GOVERNOR'S  
COORDINATING  
OFFICES HOME 

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- > [Reports](#)
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 **SBR PROGRAM  
REPORTING TOOLKIT**

 **MBE PROGRAM  
REPORTING TOOLKIT**



**TOP PICKS**

- [2019 Technical Training Classroom Schedule](#)
- [Expanding Opportunities Magazine](#)
- [Procurement Portal](#)
- [eMaryland Marketplace](#)
- [Maryland Business Express](#)
- [SBR Liaisons](#)
- [MBE Liaisons](#)
- [MBE Fraud Hotline](#)
- [MBE Certification Workshop](#)

**Ready, Set, GROW!**

**Technical  
TRAINING  
Classroom**

**EVENTS**

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## Events

- > [Calendar](#)

## FY2018 Procurement Forecast Database

Welcome to Maryland's procurement forecast portal.

This database is populated with projected purchases of \$100,000 and above for the 2018 fiscal year. We are continuously adding and updating FY2018 content, so please check back often over the next 2-4 weeks.

*IMPORTANT: To obtain the contact information of the buyer, you must export your search results into an Excel spreadsheet.*

[Export To Excel](#)

[Reset All Filters](#)

Search - Description

Search

Search by Agency

Search by Procurement Categories

Search by Region

Search by Contract Value

Search by Projected Advertisement Dates

Agency Name: Aging

Procurement Category: Services

Procurement Method: Sole Source

Individualized Congregate Housing Services for Residents in

Description: Arundel Woods, Basilica Place Friendship Station, Friendship Village, Trinity House and Village Crossroads.

Location/Delivery: CENTRAL MARYLAND

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award  
(no options): \$100,000 to \$500,000

## Quick Links

- > [About Us](#)
- > [Advocacy](#)
- > [Compliance](#)
- > [FAQs](#)
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# Critical Step!

**To see the additional data for the primary point-of-contact, you MUST export the search results.**

## Search Example #1

### Quick Links

- > [About Us](#)
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## Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2019.

This database is populated with projected purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

[Export To Excel](#)

**Agency Name:** Transportation - State Highway

**Procurement Category:** Construction

**Procurement Method:** Competitive Sealed Bid

**Description:** geometric improvements at Mr. Zion Rd

**Location/Delivery:** WESTERN MARYLAND

**Estimated Advertisement Date:** Q3 (Jan.-March 2019)

**Estimated Total Contract Award  
(no options):** \$1,000,001 to \$5,000,000

**Term of Contract:** To be Determined

**Agency Name:** Transportation - State Highway

**Procurement Category:** Construction

## Search Results Example #1 (partial column view)

Description	Location/Delivery of Serv	Estimated Adverti	Estimated Total Co	PO Name	PO Phone	PO Email
PGCC entrance to 1900' S of MD 214	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
IHB - Natl Business Parkway to McCarron Court	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	Over \$20,000,000	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
IHB - MD 655 to Severn River	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Jones Bridge Road/Kensington Parkway - Phase 3	SOUTHERN MARYLAND	Q1 (July-Sept. 2018)	\$5,000,001 to \$10,000	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
IHB - Rosewood Lane to E. Pleasant Hill Rd	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Bridge 2200400 over E. Branch of Wicomico River - Phase 1	EASTERN SHORE	Q1 (July-Sept. 2018)	\$100,000 to \$500,000	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Back River Bridge to Riverside Dr.	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Towson Roundabout to Cavan Dr.	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Geometric Improvements at White Lowe Rd	EASTERN SHORE	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Geometric Improvements at Maloney Rd	EASTERN SHORE	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Geometric Improvements at MD 589	EASTERN SHORE	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Drainage improvements at various locations in D1	EASTERN SHORE	Q1 (July-Sept. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Bridge 0300300 over Gunpowder Falls	CENTRAL MARYLAND	Q1 (July-Sept. 2018)	\$5,000,001 to \$10,000	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
geometric improvements south of Orndorff Rd to north of College Lane	WESTERN MARYLAND	Q2 (Oct.-Dec. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
small structure replacement - MD 309 over several small streams	EASTERN SHORE	Q2 (Oct.-Dec. 2018)	\$1,000,001 to \$5,000,	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
noise abatement S of Shadynook Ave to US40	CENTRAL MARYLAND	Q2 (Oct.-Dec. 2018)	\$10,000,001 to \$20,00	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
4 lane urban reconstructi w. of Swallowtail Dr to I70 ramp structure 10140	WESTERN MARYLAND	Q2 (Oct.-Dec. 2018)	\$10,000,001 to \$20,00	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
Comm Saftey & Enhancement - Pine St to US1	SOUTHERN MARYLAND	Q2 (Oct.-Dec. 2018)	\$5,000,001 to \$10,000	Stephen Busy	443.572.5235	SBucy@sha.state.md.us
expansion of Broken Land Pkwy park and ride north lot	CENTRAL MARYLAND	Q2 (Oct.-Dec. 2018)	\$500,001 to \$1,000,00	Stephen Busy	443.572.5235	SBucy@sha.state.md.us

## Search Example #2

### Quick Links

- > [About Us](#)
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[Export To Excel](#)

**Agency Name:** Transportation - State Highway

**Procurement Category:** Maintenance

**Procurement Method:** Competitive Sealed Bid

**Description:** APPLICATION OF HERBICIDES

**Location/Delivery:** SOUTHERN MARYLAND

**Estimated Advertisement Date:** Q3 (Jan.-March 2019)

**Estimated Total Contract Award**  
**(no options):** \$100,000 to \$500,000

**Term of Contract:** 2-3 years

**Agency Name:** Transportation - State Highway

**Procurement Category:** Maintenance

## Search Results Example #2 (partial column view)

Contract Number	Incumbent Name	Description	Estimated Total Cost	PO Name	PO Phone	PO Email
SD41705SBP	A & B REFRIGERATION	HVAC MAINTENANCE & REPAIR	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
499D71417R	A BRICK ABOVE	ATTENUATOR SERVICES D#7	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4272G51418	A MARQUEZ TRUCKING	MEDIAN/ROADSIDE MOWING AA CO.-	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
WOFENCE16	ABEL FENCE LLC	FENCING MAINTENANCE & REPAIR	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
SD41706SBP	ABEL FENCE LLC	FENCE MAINTENANCE AND REPAIR	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
WOTRCMW17A	ACACIA COMMERCIAL	TRACTOR MOWING SERVICES	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
42616L1418	ADVANTAGE LAWNS LLC	HERBICIDE APPLICATION	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
42615G1418	ADVANTAGE LAWNS LLC	APPLICATION OF HERBICIDES	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4263H41418	ADVANTAGE LAWNS LLC	APPLICATION OF HERBICIDE	\$100,000 to \$500,001	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
42615F1418	ADVANTAGE LAWNS LLC	APPLICATION OF HERBICIDES	\$100,000 to \$500,002	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4262G51418	ADVANTAGE LAWNS LLC	HERBICIDE APPLICATIONS - AA CO	\$100,000 to \$500,003	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
WOELECT17	AET ELECTRIC, INC.	AS-NEEDED ELECTRICAL SERVICES	\$15,000 to \$99,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4291851418	A-FORDABLE TREE SERV	BRUSH AND TREE CUTTING	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
424D41418	ALLIED CONTRACTORS	MISC. SHOULDER REPAIRS D#4	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
440D31418	ALLIED CONTRACTORS	DRAINAGE REPAIRS D#3	\$1,000,001 to \$5,000,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4921161418	ALPHA SPACE CONTROL	LINE STRIPING - GARRETT CO	\$1,000,001 to \$5,000,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
HCSEC18	AMAZING SECURITY & IN	SECURITY SERV. HAN COMPLEX	\$1,000,001 to \$5,000,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
440D11418	ANA GENERAL CONTRAC	DRAINAGE STR. REPAIRS - D#1	\$500,001 to \$1,000,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4261241418	ANOINTED TURF MANAG	APPLICATION OF HERBICIDE	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4291721418	ASPLUNDH	BRUSH & TREE CUTTING	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4290521418	ASPLUNDH	BRUSH AND TREE CUTTING	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us
4292021418	ASPLUNDH	BRUSH/TREE CUTTING - TALBOT CO	\$100,000 to \$500,000	Russ Yurek	410-582-5505	RYurek@sha.state.md.us

# Want to Learn More?



## Ready, Set, GROW! Procurement Connection Workshop

- Workshop format; procurement process insights
- Meet the buyers; state, county, local governments
- Connect with small business resource organizations
- Held at locations around the state
- 6 workshops per year



## Technical Training Classroom

- In-depth classes
- Broad range of topics
- Held in Crownsville, MD
- 4<sup>TH</sup> Tuesday of the Month (except December)
- 22 classes per year

# Connect with us TODAY!



Governor's Office of  
Small, Minority & Women  
Business Affairs

- Sign up to receive notices of all upcoming workshops and classes
- Visit our Resources page to explore financial/lending programs, small business resource programs, professional association, training programs and more

[www.goMDsmallbiz.com](http://www.goMDsmallbiz.com)



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Governor's Office of Small, Minority & Women Business Affairs  
410-697-9600 (main line) | 410-697-9604 (desk)  
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