

Governor's Office of Minority Affairs
Response to Frederick News Post Article "State's minority outreach program moves on right track - Leaders want more communication"

Under the O'Malley-Brown Administration, the Governor's Office of Minority Affairs (GOMA) has a very active and strong presence within the Hispanic Business community and has expanded advocacy and outreach efforts to assist with the growing needs of the Hispanic business community that includes:

- Launch of the EMPRESA Technical Assistance and Training Program, which is designed exclusively for Spanish speaking entrepreneurs who are interested in learning how to do business with the State of Maryland and how to become certified as a minority business enterprise. The program offers a series of quarterly workshops that is conducted entirely in Spanish, and facilitated by a GOMA staff member who coordinates outreach to the Hispanic business community.
- Collaborating with various Hispanic business leaders as well as Hispanic Chambers on outreach efforts including the Maryland Hispanic Chamber, Hispanic Chamber of Montgomery County, and Baltimore City Hispanic Chamber.

Maryland is making steady progress to increase contracting opportunities for small, women, and minority-owned firms. Over the past few years, there has been a significant increase in contract awards to Hispanic-owned businesses. Awards to Hispanic businesses increased 39 percent in FY 2007 and another 53 percent in FY 2008.

Fiscal Year	Contract Awards to Hispanic-owned firms	Percent of Increase over previous year
2008	\$96,115,893	53%
2007	\$62,657,536	39%
2006 (previous Administration)	\$45,035,376	-22%

In an email to Members of the Baltimore City Chamber, Charles Ramos, Chamber President wrote the following:

"I'm very happy and proud to say that we have had a fiscally successful year. Our momentum is growing. We have the eyes and ears of key persons within the O'Malley Administration, and the Governor's Office of Minority Affairs. These folks are poised to help us assist in our goals of helping you grow your businesses. I can say with extreme certainty that I'm encouraged about what I see on the horizon!"

BACKGROUND

Awards by MBE Classification, FY 2008

MBE Classification	Value of MBE Prime Contract Awards (\$)	Value of MBE Subcontract Awards (\$)	Total Value of MBE Awards (\$)	% of Total MBE Procurement
African-American	47,175,344	219,158,424	266,333,768	20.4
Asian	36,508,698	79,745,163	116,253,861	8.9
Hispanic	23,771,344	72,344,549	96,115,893	7.3
Native-American	244,069	39,662,388	39,906,457	3.1
Women	135,815,625	260,858,183	396,673,808	30.3
Disabled	755,050	736,660	1,491,710	0.1
Non-Profit (Certified)	390,350,051	838,890	391,188,941	29.9
Sheltered Workshops (Certified)	777,490	63,632	841,122	0.1
Total	635,397,671	673,407,889	1,308,805,560	100.00

Source: GOMA

The value of awards granted to businesses owned by each MBE classification between fiscal years 2006, 2007 and 2008.

	2006 (in \$)	2007 (in \$)	2008 (in \$)
African-American	199,182,588	206,206,523	266,333,768
Asian	81,386,274	132,742,960	116,253,861
Hispanic	45,035,376	62,657,536	96,115,893
Native-American	\$8,877,743	19,055,663	39,906,457
Women	260,520,974	322,921,247	396,673,808
Disabled	112,291,114	6,432,211	1,491,710
Non-Profit (Certified)	160,279,151	192,007,334	391,188,941
Sheltered Workshops (Certified)	152,106,612	190,238,758	841,122
Total	1,019,679,832	1,132,262,233	1,308,805,560

Sources: Sage Policy Group Inc., *MBE Analysis of MBE Procurement Awards and Payment Data* for FY2005; GOMA, *Minority Business Enterprise Annual Report* for FY2005, 2006 and 2007

The percentage change in the amount of awards by classifications for fiscal years 2006, 2007, and 2008.

	% change between 2006 & 2007	% change between 2007 & 2008	% change between 2006 & 2008
African-American	3.5	29.2	33.7
Asian	63.1	-12.4	42.8
Hispanic	39.1	53.4	113.4
Native-American	114.6	109.4	349.5
Women	24.0	22.8	52.3
Disabled	-94.3	-76.8	-98.7
Non-Profit (Certified)	19.8	103.7	144.1
Sheltered Workshops (Certified)	25.1	-99.6	-99.4
Total	11.0	15.6	28.4

Sources: Sage Policy Group, Inc.; GOMA