





## CAPITAL PROJECTS/PROCUREMENT

Will Pines, PE, Administrator
State Highway Administration











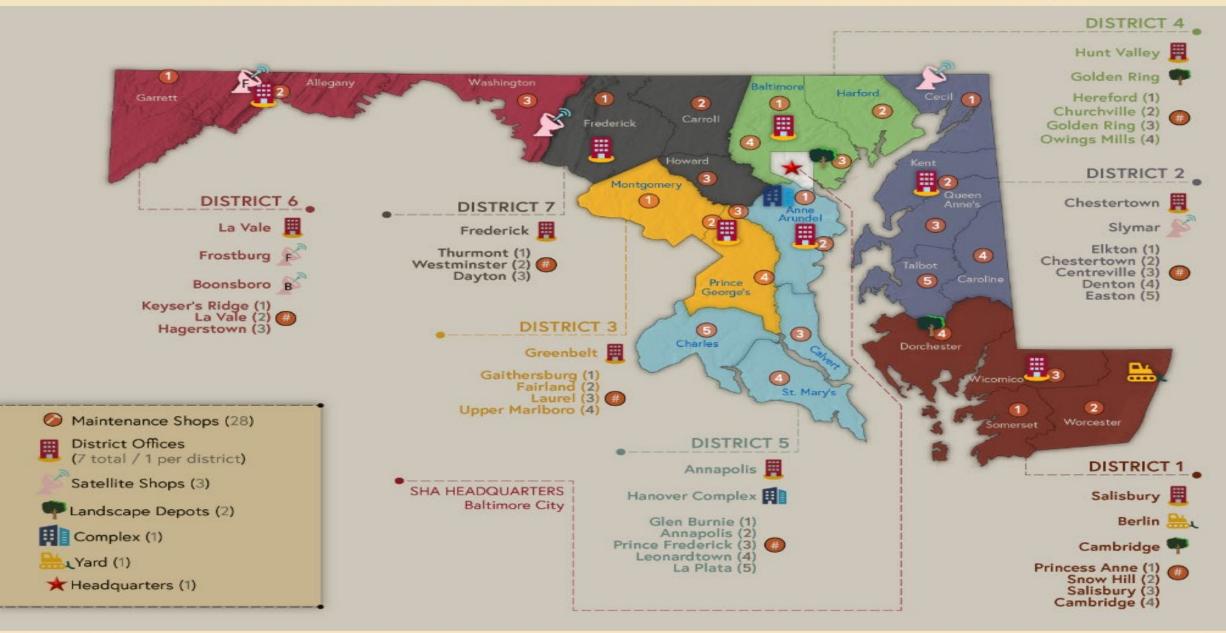
## DISCUSSION TOPICS

- □SHA
- Procurements
- □ Socio-Economic Programs
- Resources





### STATE HIGHWAY ADMINISTRATION FACILITIES









eMARYLAND MARKETPLACE ADVANTAGE (eMMA)

ALL SOLICITATIONS OVER \$15,000 MUST BE ADVERTISED ON eMMA

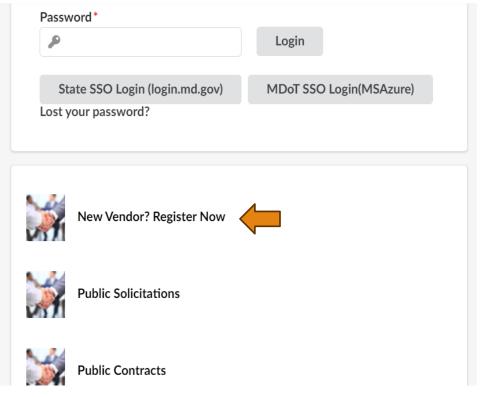


## **eMMA PROCUREMENT PORTAL**



**eMMA** is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

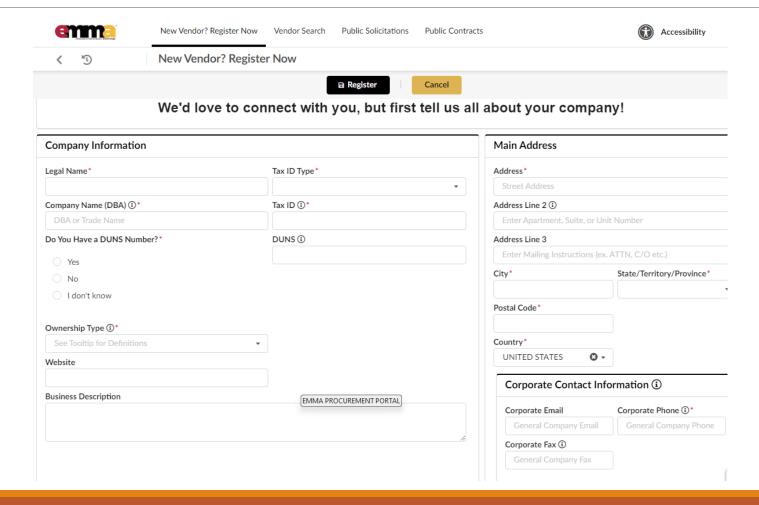
Qualified vendors may also complete the self-certification process for the Small Business Reserve (**SBR**) Program and Veteran-owned Small Business Enterprise (**VSBE**) Program.



Vendor Search: eMaryland Marketplace Advantage (eMMA)

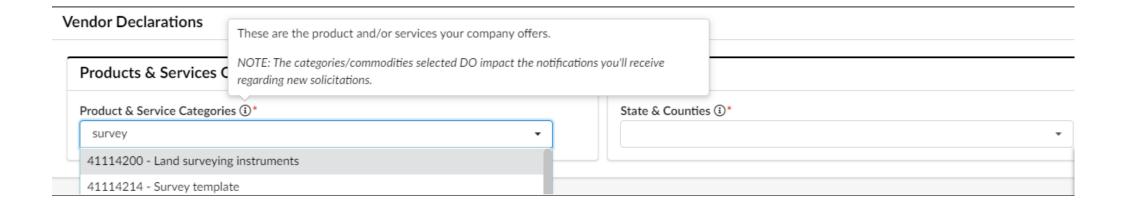


# eMMA PROCUREMENT PORTAL NEW VENDOR REGISTRATION





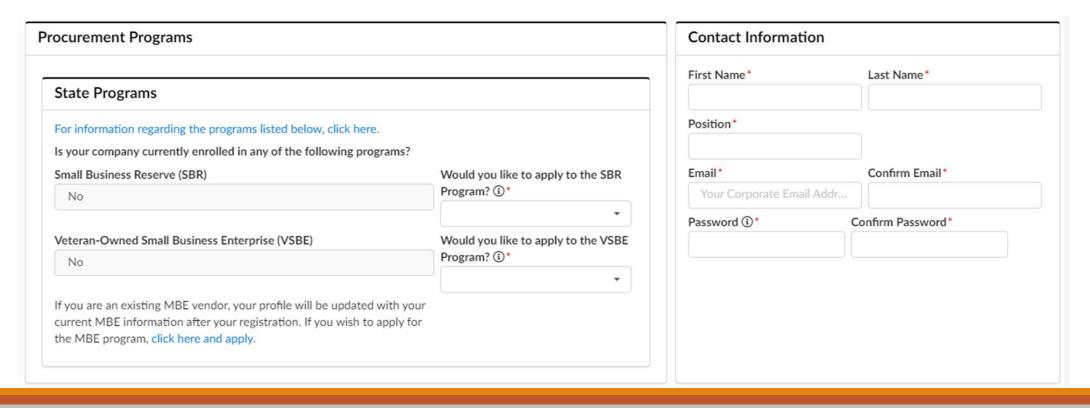
# eMMA PROCUREMENT PORTAL NEW VENDOR REGISTARTION





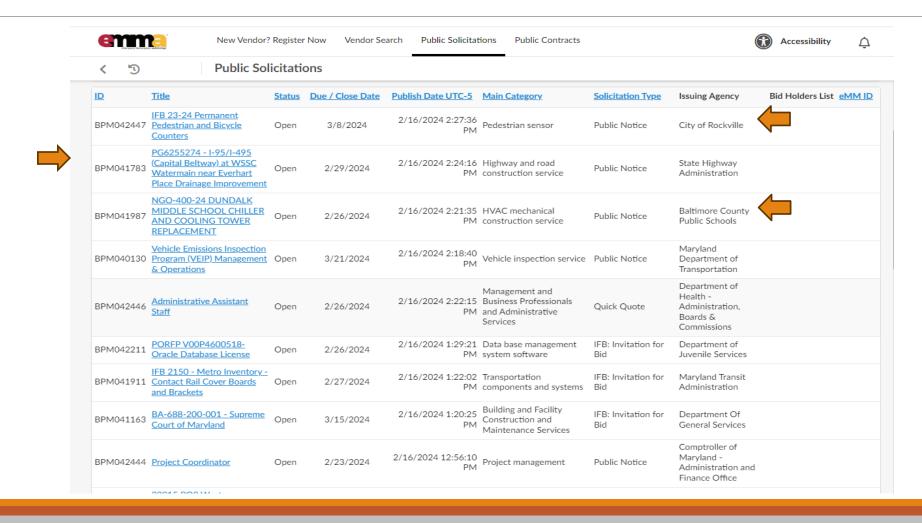
# eMMA PROCUREMENT PORTAL SELF CERTIFICATIONS

- √Small Business Reserve (SBR)
- √ Veteran Small Business Enterprise (VSBE)



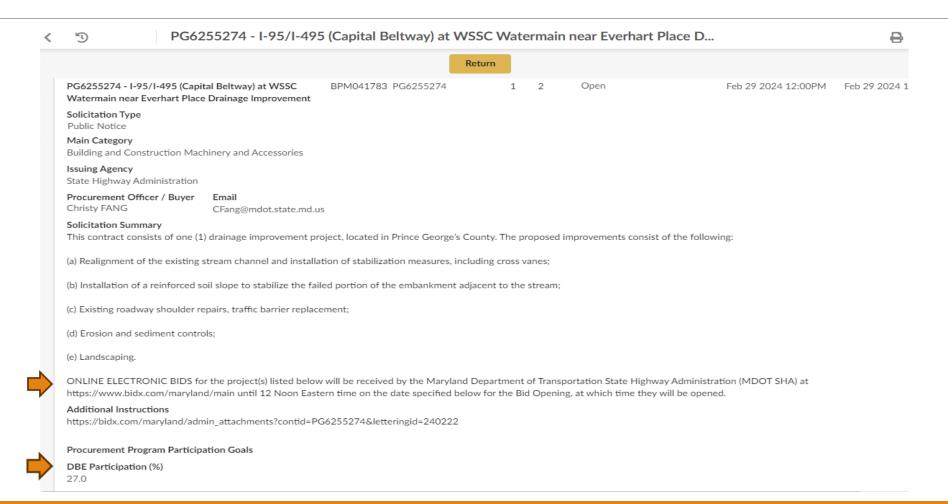


### **eMMA PUBLIC SOLICITATIONS**





### **eMMA PUBLIC SOLICITATIONS**





## BID EXPRESS – ELECTRONIC BIDDING CONSTRUCTION AND MAINTENANCE PROJECTS

↑ / ... / Contracts, Bids & Proposals / Bids

#### Bids

If you're planning to place a bid with the Maryland Department of Transportation State Highway Administration (MDOT SHA), consult the links below to place a bid using special software and access bid openings.

### → How to Bid Using Bid Express

Includes bidding instructions, information about Minority Business Enterprises, and bidding registration.

### **Bid Openings**

Contains bid summaries and results.

### **Electronic Bidding Worksheets**



### **UPCOMING PROCUREMENTS**

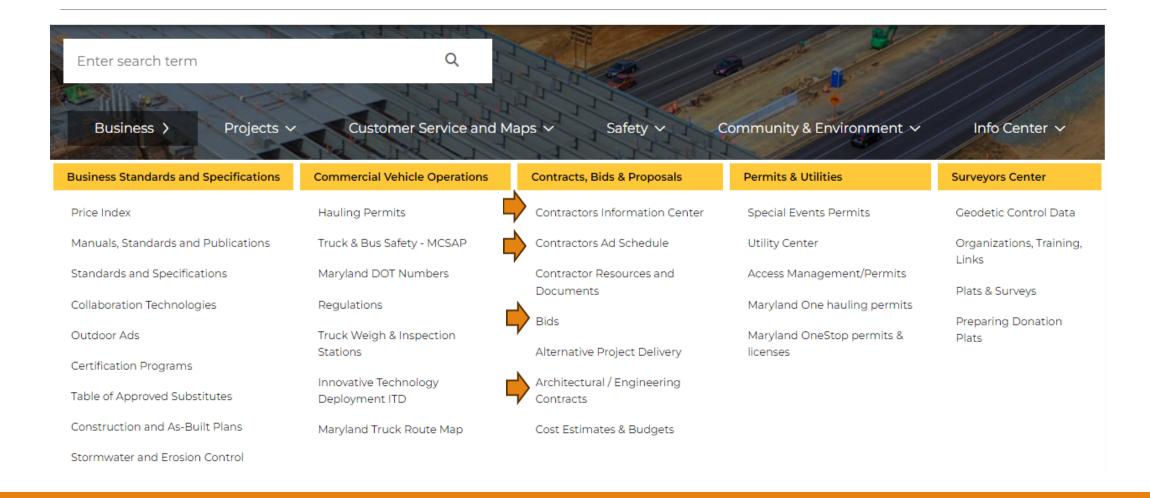
ARCHITECTURAL & ENGINEERING (A&E PROCUREMENTS)

CONSTRUCTION (CONTRACTORS AD SCHEDULE)

MAINTENANCE (CONTRACTORS AD SCHEDULE)



### MDOT-SHA WEBSITE



### MD State Highway Administration - Contractors Ad Schedule Reports



For updated Bid Date and Notice To Proceed Date information please refer to eMaryland Marketplace Advantage (eMMA) at the following link:

eMaryland Marketplace Advantage (eMMA)

#### **Project Cost Classification Key**



| COST GROUP ESTIMATE         | COST GROUP LETTER CLASS | COST GROUP ESTIMATE           | COST GROUP LETTER CLASS |
|-----------------------------|-------------------------|-------------------------------|-------------------------|
| Up to \$100,000             | Α                       | \$10,000,001 to \$15,000,000  | G                       |
| \$100,001 to \$500,000      | В                       | \$15,000,001 to \$30,000,000  | Н                       |
| \$500,001 to \$1,000,000    | С                       | \$30,000,001 to \$50,000,000  | I                       |
| \$1,000,001 to \$2,500,000  | D                       | \$50,000,001 to \$75,000,000  | J                       |
| \$2,500,001 to \$5,000,000  | E                       | \$75,000,001 to \$100,000,000 | K                       |
| \$5,000,001 to \$10,000,000 | F                       | Over \$100,000,000            | L                       |

AD Schedule Report - By AD Date

**Printer Friendly Version** 





123456789

| CONTRACT ROUTE DESCRIPTION  | TYPE OF WORK                | AD DATE BID DATE NTP DATE        | COST<br>CLASS |
|---|-----------------------------|----------------------------------|---------------|
| AL2325180 MD51 BRIDGE 0104700 OVER TOWN CREEK                         | BRIDGE REPLACEMENT          | 11/04/2025 12/11/2025 02/16/2026 | G             |
| SO1945488 MD413 DAVIS LANE TO 1000 FEET NORTH OF BIG ANNEMESSEX RIVER | ROUTE                       | 10/07/2025 11/13/2025 01/19/2026 | G             |
| PG0675280 MD382 STRUCTURE 16043X0 OVER COUNTY LINE CREEK              | SMALL STRUCTURE REPLACEMENT | 09/30/2025 11/06/2025 01/12/2026 | Е             |
| CH1685180 MD225 BRIDGE 0802100 OVER MATTAWOMAN CREEK                  | BRIDGE REPLACEMENT          | 09/16/2025 10/23/2025 12/29/2025 | Е             |
| PG0195180 IS95 BRIDGE 1615905 AND 1615906 OVER MD 4                   | BRIDGE REPLACEMENT          | 07/15/2025 08/21/2025 10/27/2025 | J             |



## Summary of upcoming Procurements

### **A/E Contracts:**

- Construction management and Inspection (CMI) Statewide
- Federal Grant Programs Planning and Engineering Services Statewide
- Traffic Engineering Services
- Survey and Engineering Services
- Engineering, Operations, and Construction Management Services, Statewide
- Asset Management Program Support and Engineering Services
- Facility Design Services

#### UPCOMING A&E SOLICITATIONS

This notice serves to provide consultants with advanced information pertaining to upcoming Architectural and Engineering (A&E) contracts to be solicited through eMaryland Marketplace Advantage (eMMA) for the State Highway Administration (SHA).

eMMA is the official website used by SHA to solicit all A&E contracts. The below listed table provides consultants with a list of <u>anticipated</u> procurements to be solicited through eMMA. The list provided below is subject to change at the state's discretion without notice.

SHA will not disclose any additional information related to these procurements including timing, scope, or services requested.

All consultants must wait until the solicitation is posted on eMMA to ask questions related to these procurements.

| BCS 2023-07 Geotechnical Engineering Services, Statewide |  |  |
|--|--|--|
| No. of Contracts to be Awarded                           | Three (3)  |  |
| Approximate Total Funding for # of<br>Contracts          | X/ 3 million fotal (X/ 3 million for each contract)  |  |
| Forecasted Procurement Method                            | 1-Step Procurement - Request for Technical Proposal  |  |
| SHA Office   | Office of Materials Technology (OMT)   |  |
| Anticipated Advertisement                                | February 2024  |  |
| Description of Services                                  | To provide Geotechnical Engineering Services, statewide for the MDOT State Highway Administration. The scope includes a full range of geotechnical engineering services to support planning, design, construction and maintenance of highway infrastructure.   |  |
| BCS 2024-05 Federal Grant Progra                         | ms - Planning and Engineering Services - Statewide   |  |
| No. of Contracts to be Awarded                           | Four (4)   |  |
| Approximate Total Funding for # of<br>Contracts          | \$30 million total (\$7.5 million for each contract)   |  |
| Forecasted Procurement Method                            | 1-Step Procurement – Request for Technical Proposal  |  |
| SHA Office   | Office of Planning and Preliminary Engineering (OPPE)  |  |
| Anticipated Advertisement                                | March 2024 – May 2024  |  |
| Description of Services                                  | To perform project design services for federally funded grant programs including Transportation Alternatives (TA), Recreational Trails (RT), Scenic Byways (SB), Congressionally-Directed Spending (CDS), Discretionary Grants, and any other efforts where LPAs are receiving federal or state funding. Services will include grant development, preliminary engineering and final design, construction |  |



## Summary of upcoming Procurements

#### **IT Contracts:**

From Department of Information Technology on IT Master Contractor opportunities:

- The State is not currently accepting proposals to the CATS+ Master Contract.
- Vendors can check their <u>website</u> periodically for any update on Expansion Windows.
- In the meantime, please make sure to visit <u>Doing Business with DoIT</u> to begin the process to start doing business with the State.
- Also, \businesses are welcomed and encouraged to contact current Master Contractors to team
  up or subcontract on existing solicitations, if applicable.
- The Master Contractor List is here.



## Summary of upcoming Procurements

### Maintenance Contracts:

- Maintenance and repair of Highway Streets Lighting
- Full width Litter pick up
- Installation of Permanent Thermoplastic Pavement Markings
- Median and roadside tractor mowing, trimming and litter pickup
- Brush and tree trimming and stump removal
- Miscellaneous roadway structure repair



## Summary of Upcoming Procurements

### Construction Contracts:

- Bridge Rehabilitation
- Bridge Replacement
- Clean/Paint Bridges
- Sidewalk
- Bicycle Pedestrian Route
- Safety and Resurfacing
- Wetland Replacement
- Signal Systemization
- Noise Abatement Rehabilitation
- Rehab Weigh Station



# CONTRACTOR INFORMATION CENTER BID RESULTS

Use the following dropdown list to select the topic that you are looking for.

Bid Results 🗸

#### **Bid Results**

12345678910...>>

| ( | CONTRACTNO   | DATE       | FILE |          |
|---|--------------|------------|------|----------|
| A | AX3785L60SBR | 10/03/2024 | View | Download |
| > | XQ3265177    | 09/26/2024 | View | Download |
|   | AZ2857214R   | 09/26/2024 | View | Download |
| 4 | 4292G51426SB | 09/26/2024 | View | Download |
| > | XQ9175377    | 09/19/2024 | View | Download |
| ( | GA4225180    | 09/19/2024 | View | Download |
| A | AX3785M60    | 09/19/2024 | View | Download |
| 4 | 432MFT1427SB | 09/19/2024 | View | Download |
| 4 | 43213D1426SB | 09/19/2024 | View | Download |
| 4 | 42813J1425SB | 09/19/2024 | View | Download |

12345678910...>>



# CONTRACTOR INFORMATION CENTER BID SUMMARY (EXAMPLE)

Bid Summary

Thursday, September 26, 2024

12 Noon

CONTRACT# DESCRIPTION

AZ2857214R MISCELLANEOUS ROADWAY STRUCTURE REPAIRS AT VARIOUS LOCATIONS

IN CAROLINE, CECIL, KENT, QUEEN ANNE'S, AND TALBOT COUNTIES

CONTRACTOR COMMENTS BID AMOUNT

PDI-SHEETZ CONSTRUCTION \$1,097,231.00

CORPORATION.
LINTHICUM, MD

F.A.P: N

ALLIED CONTRACTORS, INC. \$1,190,880.00

BALTIMORE, MD

REVIEW PROGRAM, CERTIFICATION, RESOURCES, AND BUSINESS DEVELOPMENT



### State Programs:

- ✓ Minority Business Enterprise (MBE)
- ✓ Small Business Reserve (SBR)
- ✓ Veteran Small Business Enterprise (VSBE)

### Federal Programs:

- ✓ Disadvantaged Business Enterprise (DBE)
- ✓ Airport Concession Disadvantaged Business Enterprise (ACDBE)
- √Small Business Enterprise (SBE)



## MINORITY BUSINESS ENTERPRISE (MBE)

- State funded contracts
- Strive to meet 29% MBE goal
  - Goal is set by legislation

### May set sub-goals

- Based on procurement category
- May set Veteran Small Business Goal
- •MBE prime contractor can count at 50% of the MBE goal
- MBE Liquidated damages

## DISADVANTAGED BUSINESS ENTERPRISE (DBE)

- Federal funded contracts
- Strive to meet:
  - MDOT-SHA 26.52%
  - MDOT-MAA 26.11%
  - MDOT-MTA 30.00%
- DBE participation goals are set via methodology prepared by MDOT and approved by the respective federal agency every 3-years (triennial goals)
- No sub-goal participation
- No veteran participation
- DBE prime contractor can count at 100% of the DBE goal
- No DBE liquidated damages



## SOCIO-ECONOMIC PROGRAMS (PRIME CONTRACTING)

## STATE - SMALL BUSINESS RESERVE (SBR) PROGRAM

- 15% of overall state funded procurement dollars
- Self-certification
  - eMaryland Marketplace Advantage (eMMA)
- Procurements are designated SBR
  - Must be certified SBR to be awarded contract
  - Bidding with other businesses within size standards
  - Contracts estimated between \$50K \$500K

## FEDERAL - SMALL BUSINESS ENTERPRISE (SBE) PROGRAM

- 3.45% of overall federal funded procurement dollars
- SBE certification through MDOT Office of Minority business Enterprise (OMBE)
- Procurements are designated SBE
  - Must be certified SBE to be awarded contract
  - Bidding with other businesses within size standards
  - Mostly Engineering contracts (SHA)



## VETERAN-OWNED SMALL BUSINESS ENTERPRISE (VSBE)

- Self-certification via eMMA
- •3% of all state procurement dollars

## AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE (ACDBE)

 Specific to Maryland Aviation Administration -BWI Thurgood Marshall Airport



### PROGRAM AUTHORITIES

- •Governor's Office of Small, Minority & Women's Business Affairs (GOSBA)
- Federal Oversight (MDOT):
  - SHA Federal Highway Administration (FHWA)
  - MAA Federal Aviation Administration (FAA)
  - MTA Federal Transit Administration (FTA)
- Code of Maryland Regulations (COMAR Title 21)
- Code of Federal Regulations (49 CFR, Part 26)
- Board of Public Works (BPW) Advisories
- MDOT Minority Business Enterprise (MBE) Program Manual
- MDOT Disadvantaged Business Enterprise (DBE) Program Manual



### MDOT CERTIFICATION

MINORITY BUSINESS ENTERPRISE (MBE)

DISADVANTAGED BUSINESS ENTERPRISE (DBE)

SMALL BUSINESS ENTERPRISE (SBE)

AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE (ACDBE)



# OFFICE OF MINORITY BUSINESS ENTERPRISE CERTIFICATION

MBE Home

Directory of Certified Firms

Certifications & Forms

**Annual Review** 

**Expansion of Service** 

Minority Business Enterprise Advisory Committee (MBEAC)

## Small, Minority & Disadvantaged Business







### MBE/DBE/SBE/ACDBE CERTIFICATION

- ✓ MDOT Office of Minority Business Enterprise (OMBE) is the official certification agency for the State
- ✓ To be eligible for certification the firm must be:
  - At least 51% owned and controlled by a social and economically disadvantaged group:
    - Women
    - African Americans
    - Hispanic Americans
    - Native Americans
    - Asian Pacific Americans
    - Asian Subcontinent Americans
    - Disabled (MBE only)

\*Certification does <u>not</u> guarantee work to any certified firm.



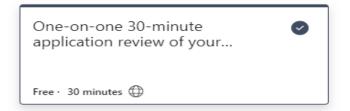
# ONLINE CERTIFICATION APPLICATION ASSISTANCE WORKSHOPS

| November 12,<br>2024 | 10:00<br>   | https://register.gotowebinar.com/register/1440274905565537109 (Complete) |
|----------------------|-------------|--|
| December 3,<br>2024  | 10:00<br>AM | https://register.gotowebinar.com/register/968768036285496669             |
| December 3,<br>2024  | 5:30<br>PM  | https://register.gotowebinar.com/register/6713966980066220121            |

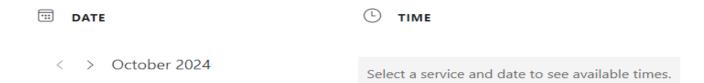
2024 Application Assistance Workshop Schedule

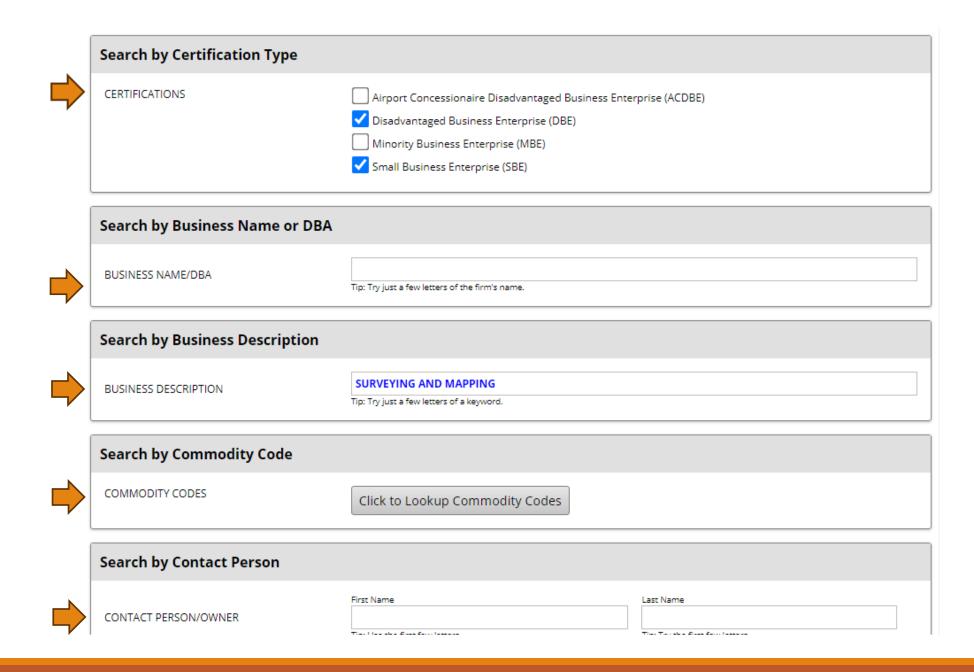


#### 30min MBE/DBE/SBE/ACDBE Certification Application Cursory Review



Booking for One-on-one 30-minute application review of your application (held on the 2nd Tuesday of every month) for Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE), Small Business Enterprise (SBE), or Airport Concessions Disadvantaged Business Enterprise (ACDBE) certification. The review is to answer questions in regard to your certification application and required documents. Please note that the officers are unable to provide legal advice in regard to your application and/or business. This review will play a crucial role in ensuring the submission of a fully completed application. Please note that during the investigation additional documents may be requested. If you would like to speak to the office you can call 410-865-1269 or mbe@mdot.maryland.gov.





| Search Parameters    |   | Edit Parameters Clear Parameters |
|----------------------|---|----------------------------------|
| CERTIFICATIONS       | Disadvantaged Business Enterprise (DBE) Small Business Enterprise (SBE) |                                  |
| BUSINESS DESCRIPTION | SURVEYING AND MAPPING   |                                  |

#### Download Search Results



| Search Results  | <b>121</b> firms Click the certification type for contact | with <b>235</b> certifications found information and certification details |
|---|---|--|
| Vendor  | Location  | View   |
| A1 CONSULTING GROUP, INC., DBA NFE TECHNOLOGIES, INC. | MORRISVILLE, NC   | View   |
| AB CONSULTANTS, INC.                                  | LANHAM, MD  | <u>View</u>  |
| ACCUALINA LLC   | NORTH POTOMAC, MD   | <u>View</u>  |
| ACCURATE INFRASTRUCTURE DATA, INC., DBA A/I/Data      | BALTIMORE, MD   | <u>View</u>  |
| ADVANCED INFRASTRUCTURE DESIGN, INC., DBA AID         | Hamilton, NJ  | View   |
| Airport Design Consultants, Inc., DBA ADCI            | Ellicott, MD  | View   |
| ALBRECHT ENGINEERING INC                              | Baltimore, MD   | <u>View</u>  |
| American Engineers Group, LLC                         | Mechanicsburg, PA   | <u>View</u>  |
| Anchor Consultants, LLC, DBA Anchor Consultants       | Chadds Ford, PA   | View   |
| Armand Corporation, DBA Armand of New York            | New York, NY  | View   |
| ATLANTIC SURVEYING & MAPPING, L.L.C.                  | Georgetown, DE  | <u>View</u>  |
| AULtec, Inc.  | GAITHERSBURG, MD  | <u>View</u>  |

| Certified Profile                    | CLOSE WINDOW   | × |
|--------------------------------------|--|---|
| Certifying Agency                    | Certification Type   |   |
| Maryland Department of Transportatio | Disadvantaged Business Enterprise  | _ |
| Maryland Department of Transportatio | Minority Business Enterprise   |   |
| Maryland Department of Transportatio | Small Business Enterprise  |   |
| CERTIFIED BUSINESS DESCRIPTION       | 541330 - Engineering services (SPECIFICALLY: CIVIL ENGINEERING SERVICES; ENVIRONMENTAL ENGINEERING SERVICES; EROSION CONTROL ENGINEERING SERVICES); 541370 - Surveying and Mapping (except Geophysical) Services (SPECIFICALLY: AERIAL SURVEYING [EXCEPT GEOPHYSICAL] SERVICES; GEOGRAPHIC INFORMATION SYSTEM [GIS] BASE MAPPING SERVICES; GEOSPATIAL MAPPING SERVICES; HYDROGRAPHIC MAPPING SERVICES; HYDROGRAPHIC SURVEYING SERVICES; LAND SURVEYING SERVICES; TOPOGRAPHIC MAPPING SERVICES; TOPOGRAPHIC SURVEYING SERVICES); 541620 - Environmental consulting services |   |

| Commodity Code | es  |
|----------------|---|
| Code           | Description   |
| NAICS 541330   | DBE MBE SBE Engineering services (SPECIFICALLY: CIVIL ENGINEERING SERVICES; ENVIRONMENTAL ENGINEERING SERVICES; EROSION CONTROL ENGINEERING SERVICES)   |
| NAICS 541370   | DBE MBE SBE Surveying and Mapping (except Geophysical) Services (SPECIFICALLY: AERIAL SURVEYING [EXCEPT GEOPHYSICAL] SERVICES; GEOGRAPHIC INFORMATION SYSTEM [GIS] BASE MAPPING SERVICES; GEOSPATIAL MAPPING SERVICES; HYDROGRAPHIC MAPPING SERVICES; HYDROGRAPHIC SURVEYING SERVICES; LAND SURVEYING SERVICES; TOPOGRAPHIC MAPPING SERVICES; TOPOGRAPHIC SURVEYING SERVICES) |
| NAICS 541620   | DBE MBE SBE Environmental consulting services   |



# OFFICE OF MINORITY BUSINESS ENTERPRISE EXPANSION OF SERVICES

MBE Home

Directory of Certified Firms

Certifications & Forms

Annual Review

**Expansion of Service** 

Minority Business Enterprise Advisory Committee (MBEAC)

# Small, Minority & Disadvantaged Business







### EXPANSION OF SERVICES

- Review your Certification Profile
- •As your business grows into other lines of products/services, remember to contact MDOT OMBE to request an expansion of services.
  - Include the new NAICS codes and description of products/service in your certification profile.



## CERTIFICATION PROFILE **EXPANSION OF SERVICES**

#### **Commodity Codes** Code Description NAICS 541330 ACDBE DBE MBE SBE Engineering services (SPECIFICALLY: BRIDGE DECK EVALUATION, GEOTECHNICAL AND PAVEMENT ENGINEERING, CONSTRUCTION INSPECTION) NAICS 541340 ACDBE DBE MBE SBE Drafting services (SPECIFICALLY: BLUEPRINT AND DRAFTING SERVICES) NAICS 541360 ACDBE DBE MBE SBE Geophysical Surveying and Mapping Services (SPECIFICALLY: GEOLOGICAL SURVEYING SERVICES) NAICS 541370 ACDBE DBE MBE SBE Surveying and Mapping (except Geophysical) Services (SPECIFICALLY: GEOGRAPHIC INFORMATION SYSTEM GIS BASE MAPPING SERVICES; LAND SURVEYING SERVICES) NAICS 541380 ACDBE DBE MBE SBE Testing Laboratories and Services (SPECIFICALLY: GEOTECHNICAL TESTING LABORATORIES OR SERVICES) ACDBE DBE MBE SBE Industrial design services (SPECIFICALLY: INDUSTRIAL DESIGN AND CONSULTING SERVICES) NAICS 541420 NAICS 541511 ACDBE DBE MBE SBE Custom Computer Programming Services (SPECIFICALLY: COMPUTER PROGRAM OR SOFTWARE DEVELOPMENT, CUSTOM) ACDRE DRE MBE SBE COMDUTER SVStems Design Services (SPECIFICALLY: INFORMATION MANAGEMENT COMPUTER NAICS 541512



| 10.000012    | SYSTEMS INTEGRATION DESIGN SERVICES)   |
|--------------|--|
| NAICS 541614 | ACDBE DBE MBE SBE Process, Physical Distribution, and Logistics Consulting Services (SPECIFICALLY: TARIFF RATE INFORMATION SERVICES, TRANSPORTATION MANAGEMENT CONSULTING SERVICES, TARIFF RATE CONSULTING SERVICES) |
| NAICS 541715 | ACDBE DBE MBE SBE Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology) (SPECIFICALLY: ENGINEERING RESEARCH AND DEVELOPMENT LABORATORIES OR SERVICES)   |



### RESOURCES

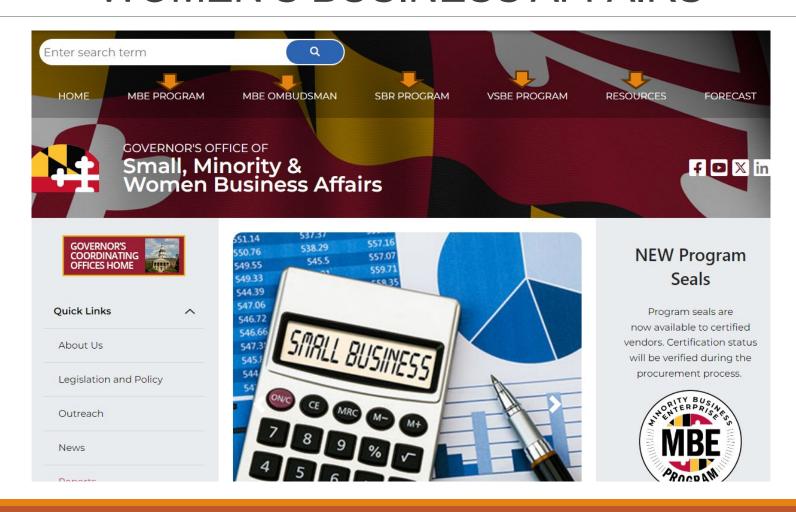
MINORITY BUSINESS ENTERPRISE PROGRAM

SMALL BUSINESS RESERVE PROGRAM

VETERAN SMALL BUSINESS ENTERPRISE PROGRAM



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





### GOSBA - RESOURCES

#### **Business Resources**

### Read the latest edition of our Small Biz Bulletin: September 2024

Small businesses, including those owned and operated by minorities, women, and veterans, have many resources available to assist and guide them with nearly every area of business from getting started, to specialized lending programs, to technical assistance with government procurements.

Explore the links below to help your business grow.















#### **Our Top Picks**

- Expanding Opportunities Magazine
- Maryland Public Information Act
- Federal Contracting Resources
- SBA Learning Center
- Public Purchasing Fact Sheet
- Goods and Services
   Purchased by
   the State of Maryland
- 8 Alternative Financing Options for Small Businesses
- 7 Tips for Creating a Captivating Capability Statement
- Sample MBE Forms
- Guide to Prompt Payment for Non-Construction Subcontractors





### GOSBA - RESOURCES

### STATE PIPELINE

- eMaryland Marketplace Advantage (eMMA)
- Procurement Forecast (Maryland agencies)
- · Board of Public Works (BPW) Meeting Documents
- 🚇 FY2023 Annual Report
- On Call Contracts Design, Construction & Energy

# PUBLIC SECTOR PROJECTS & PROGRAMS

- 21st Century School Building Program
- Built to Learn
- Maryland Stadium Authority (Contract Opportunities)
- Project C.O.R.E.
- Purple Line
- Red Line (Baltimore)



## GOSBA - RESOURCES

### PRIVATE SECTOR

#### **Vendor Engagement & Supplier Diversity Programs**

- BGE Supplier Diversity
- BLocal Businesses Partnering for Baltimore
- CFG Bank Arena
- CareFirst
- Caesars Entertainment (Horseshoe Casino) Supplier Database Enrollment
- Constellation
- · Easton Utilities Alliance
- HopkinsLocal
- M&T Bank
- MGM National Harbor Vendors
- Maryland Judiciary
- Southern Maryland Electric Cooperative (SMECO)
- Washington Gas
- Washington Metropolitan Area Transit Authority (WMATA)
- · Washington Suburban Sanitation Commission (WSSC)
- University of Maryland Medical System

## REGIONAL PURCHASING PROGRAMS

- · Allegany County Open Bids
- Anne Arundel County Purchasing
- Baltimore (City) Bureau of Procurement
- · Baltimore (City) Doing Business With
- Baltimore (City) Prospective Supplier Registration
- Baltimore (City) Bid Opportunities
- Baltimore (County) Procurement Overview
- Baltimore (County) Current Solicitations
- Caroline County Bid Postings
- Carroll County Current Bidding Opportunities
- · Cecil County Current Projects
- · Charles County Bid Board
- Dorchester County Bid Invitations
- Frederick County Open Bids Current Solicitations
- Garrett County Current Bids
- Harford County Contract Opportunities
- Howard County Business Opportunities
- Kent County Request for Proposal
- Montgomery County Solicitations and Contracts



BUSINESS DEVELOPMENT REIMBURSEMENT PROGRAM (BDRP)
GOVERNOR'S MINORITY & SMALL BUSINESS OUTREACH SUMMIT



# BUSINESS DEVELOPMENT REIMBURSEMENT PROGRAM

- ✓ Business Development Reimbursement Program (SHA)
  - Federal funded program
  - \$5,000 each certified DBE, per year
    - Application and approval process
  - Product/service examples:
    - Software
    - Accounting/audits
    - Membership dues
    - Classes
    - Legal services



#### Office of Equal Opportunity

#### What is the BDRP?

The Maryland Department of Transportation State Highway Administration (SHA) is pleased to introduce its Business Development Reimbursement Program (BDRP).

The BDRP is a DBE supportive service, with the goal of increasing the number of State Certified Disadvantaged Business Enterprise (DBE) firms serving as prime contractors and subcontractors on federally funded contracts. The objective is to assist MDOT Certified DBE firms in increasing their competency and business capacity.

#### Who is Eligible?

 All MDOT certified DBE firms with North American Industry Classification System (NAICS) applicable

#### 2024

### Business Development Reimbursement Program (BDRP)

### What Products and Services are Eligible for Reimbursement?

All options listed here must be associated with the DBE Firm's core business function:

- Software/Software license
- Financial Audit/Review
- Project Estimating
- Membership Fees for Professional Organizations/Associations
- Website Design/Development and/or Logo Design
- Business Plan Preparation
- Technical Training
- Transportation Industry Related Seminars (registration and class costs, if applicable) in the United States only
- Training/Conferences registration and class costs, if applicable in the United States only
- Tuition expenses for one continuing education or undergraduate course per program term

#### One-on-One Counseling:

- Accounting Accountant services, cash flow review, income statement review
- Legal Services services related to contract documents



#### To Participate in the MDOT SHA BDRP, Go to

https://roadsstage/mdotsha/pages/Index.aspx?PageId=443.

After reading the BDRP Guidelines, click on the Step 1 Application link. After completing and signing Step 1, submit the application along with a copy of your current W-9.

After your BDRP Step 1 and W-9 are reviewed, you will be notified of approval or denial.

Reimbursements may take more than 60 days from date of approval of Payment Request Form.

If you have any questions, please contact: Wanda Dade at wdade@mdot.maryland.gov

or



# Small and Minority Businesses... This Is Your Time!

Join us on November 19 to explore how your minority or small business can access more than **\$7 billion in contracting opportunities** with State agencies.



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### THANK YOU!

