



Office of Procurement

Division of Business Relations and Compliance

Minority, Female and Disabled Persons Program (MFD)

Annual
Report

FY15

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Executive Summary

For FY15, 18.52% of the total amount of procurement dollars subject to the Minority, Female and Disabled Persons (MFD) program requirements were awarded to Certified MFD businesses. MFD vendors were awarded \$191,506,372 of the \$1,034,061,757 in procurement dollars subject to MFD requirements. Certified MFD vendors received 2,030 Purchase Orders (POs) or 36.54% of the total number of POs issued that were subject to MFD requirements (5,556). Additionally, in FY15, MFD businesses were awarded 35% of purchase orders in the non-professional services category.

Important FY 15 Developments

In May 2013, the County retained Griffin & Strong, P.C. (GSPC) to conduct a comprehensive disparity study (hereafter "GSPC disparity study"). GSPC examined and analyzed the policies and practices of the County regarding the use of Minority, Female, and Disabled owned businesses (MFD) on County contracts for goods and services. GSPC conducted a quantitative analysis of the County's contracting history between July 1, 2007 and June 30, 2012. This analysis started with a determination of the relevant geographic market area for each of the 4 categories of procurement contracts. Within each relevant market, GSPC compared the percentage of firms in each race, ethnicity, gender, and disability group that are qualified, willing and able to perform services used by the County with the percentage of dollars spent by the County on firms in each MFD group. GSPC used this analysis to determine if each MFD group was under-utilized or over-utilized in each relevant market. GSPC analyzed the results to determine if the underutilization observed was statistically significant and if the underutilization could be attributed to the MFD status of the firms. Based upon its analysis, GSPC found a statistically significant underutilization of some MFD groups in each procurement category that can be attributed to discrimination in the marketplace. GSPC did not find a statistically significant underutilization for all MFD groups in each category. However, they did find that African American owned firms were underutilized in each procurement category each year of the study. Further, GSPC concluded that evidence suggested that "absent affirmative measures" the County would be a passive participant in a pattern of exclusion of MFD firms.

In an effort to address underutilization concerns raised in the GSPC disparity study, the County Council passed and the County Executive signed Bill 48-14. The bill adds additional points in the evaluation criteria to all RFPs with a maximum

value of 10% of the total evaluation points to vendors with MFD status or participation. To increase the participation of MFD firms, Bill 48-14 requires an evaluation factor in a Request For Proposals (RFP) in certain procurement contracts and authorizes the award of additional points to a proposal submitted by a contractor for whom a goal has been set under the MFD program or a proposal submitted by a contractor for whom a goal has not been set but who proposes to exceed the established MFD procurement subcontracting goal.

Based on the GSPC disparity study, MFD participation goals were established by the Chief Administrative Officer (CAO) for the four (4) procurement purchasing categories. The relevant categories are:

- | | |
|-----------------------------|-----|
| • Professional Services | 15% |
| • Non-Professional Services | 22% |
| • Construction | 21% |
| • Goods | 15% |

These goals were implemented on July 1, 2015 and will be effective for all procurement activity during FY16.

As an additional mechanism to address concerns raised about transparency and accountability in the procurement process as well as MFD and LSBRP participation rates, the County Executive sought passage of Expedited Bill 7-15. The measure was passed by the County Council and signed by the County Executive in March 2015. It established the Office of Procurement as a principal Office of the Executive Branch. Through this reorganization, the Office of Procurement became a cabinet-level entity within the Executive Branch of Montgomery County government. In addition to fulfilling the procurement function, the new organizational structure provided renewed focus on the Division of Business Relations and Compliance — the office which ensures vendor compliance with wage laws and contracting programs designed to increase participation of MFD and local small businesses within county contracting programs.

Additionally, on October 28, 2014, the Montgomery County Council approved Resolution 17-1253, which established the Minority Owned and Local Small Business Task Force. On September 15, 2015, the task force issued a final report¹. The Task Force report contained 24 recommendations which would affect contracting and procurement practices. To date, the County Council has not enacted recommendations contained in the report.

¹ The Report of the Minority Owned and Local Small Business Task Force may be found here: www.montgomerycountymd.gov/council/.../MOLSBFinalReport.pdf

Background

Within the Office of Procurement, the Division of Business Relations and Compliance compiles an annual report on the Minority², Female and Disabled Persons Owned Business Program (MFD) which provides information required in accordance with Section 11B-61 of the Montgomery County Code and the Montgomery County Procurement Regulations.

The MFD Program assists registered vendors that hold at least one county-recognized certification (see Chart 1) in gaining opportunities as either prime contractors or sub-contractors for County contract awards in the amount \$50,000 or greater.³

Section 11-B of the Montgomery County Code sets forth the procedures to facilitate the goal of the County Government to remedy the effects of discrimination by awarding a percentage of County contracts to MFD businesses and requires the Director of Procurement, with the assistance of the Using Departments to **“actively and aggressively recruit certified MFD owned businesses for which a goal has been set.”** Opportunities for MFD participation are tracked and monitored according to procurement purchasing categories.

Those purchasing categories are:

- Professional Services
- Non-Professional Services
- Goods
- Construction

To qualify to participate in the MFD subcontracting program, an MFD owned business must:

- 1) belong to an MFD group for which a goal has been set in the purchasing category and source selection method covering the work that is the subject of the subcontract;
- 2) be certified as an MFD owned business.

Minority Certifications Recognized By The County

Agency	Program	Description	Website
Maryland Department of Transportation	Minority Business Enterprise	MDOT Certified MBE and/or DBE Businesses (MDOT-MBE)	http://mbe.mdot.state.md.us
Virginia Department of Small, Women and Minority Owned Business Program	Small, Women and Minority	Virginia Small, Women, Minority Businesses(SWAM)	http://www.dmbv.virginia.gov/swamcert.html
Federal Small Business Administration	8(a) Program	8(a) Certified Businesses (SBA-8a)	http://dsbs.sba.gov
Women's Business Enterprise National Council	Women's Business Enterprise	Women's Business Enterprise (WBENC)	http://www.wbenc.org
Maryland/District of Columbia Minority Supplier Development Council	Minority Business Enterprise	Minority Business Enterprise(MSDC)	http://affiliate.nmsdc.org/mddc/
City of Baltimore	Minority and Women's Business Opportunity Office	Minority and Women's Business Opportunity Office (MWBOO)	http://cityservices.baltimorecity.gov/mwboo/

² Businesses owned by vendors in several socially disadvantaged groups may be eligible for certification and participation in the MFD program, including African American, Hispanic American, Asian American, Native American, Female and Persons with Disabilities

³ Businesses owned by vendors in several socially disadvantaged groups may be eligible for certification and participation in the MFD program, including African American, Hispanic American, Asian American, Native American, Female and Persons with Disabilities

MFD Subcontracting Program

When a contract falls within the requirements of the MFD subcontracting plan, a contractor must subcontract a minimum percentage of the contract price to certified MFD owned businesses that are eligible to participate in the subcontracting program. Each contractor must submit a Subcontractor Performance Plan prior to undertaking performance under the contract, or at such earlier time as required by the Director.

An MFD Subcontractor Performance Plan must:

- (a) identify each MFD subcontractor;
- (b) identify the amount the contractor has agreed to pay each MFD subcontractor;
- (c) provide a copy of the language used in each MFD subcontract

County approval of the Subcontractor Performance Plan does not establish a contractual relationship between the County and the MFD subcontractor. In submitting the subcontracting performance plan to the county, the contractor agrees to notify the County regarding any proposed change to the subcontracting performance plan. Failure to submit documentation showing compliance with the Subcontracting Performance Plan is grounds for imposing liquidated damages unless failure to comply with the Plan is the result of an arbitration decision in favor of the contractor or a waiver granted by the Director. Liquidated damages under this provision should equal the difference between all amounts the contractor has agreed under its plan to pay MFD subcontractors and all amounts actually paid MFD subcontractors considering any relevant waiver or arbitrator's decision. Additionally, failure to show compliance with a Subcontractor Performance Plan must result in finding the contractor non-responsible for purposes of future procurements with the County during the next 3 years.

Waivers

The Director may waive in whole or in part an MFD subcontracting requirement imposed under Section 7.3.3 if the Director finds that:

- (a) it is unusually difficult or impossible for the contractor to meet a subcontracting requirement;
- (b) reasonable grounds exist to waive a subcontracting requirement;
- (c) the contract is awarded under an emergency procurement; or
- (d) the contractor belongs to a class of nonprofit entities for which the Director has determined that it would be impractical to require participation in the MFD Subcontracting Program.

The MFD subcontracting goal is set by October 1 of each year based upon the most recent report that the County Executive

submits under Section 11B-61(b) of the County Code to determine the availability of MFD owned businesses in the relevant geographic market area to perform work under County contracts. The Goals are posted on the County's MFD website: www.montgomerycountymd.gov/MFD

Outreach Efforts

A. In 2015, the position of outreach program manager was added to the DBRC. This additional position is designed to enhance outreach efforts to the MFD business community and LSBRP business community by providing a dedicated resource responsible for developing and implementing networking events, developing partnerships with other departments/organizations to expand outreach capacity, and increase vendor awareness through in-person contacts and various social media platforms.

B. Targeted Outreach events: These events are designed to assist MFD and LSBRP vendors in obtaining County contracting opportunities hosted by the Office of Procurement, DBRC and the Procurement Division in FY15 include:

- Sep 24, 2014 – OBRC Presentation at DED
- Oct 15, 2014 – Meet the Primes (Minority vendors met with multiple prime contractors for County construction projects)
- Feb 25, 2015 – Local, Small and Minority Vendor Meet and Greet on two major projects: Multi Agency Services Park Depots (MASP) and Solar Installation on County Facilities.
- Mar 31, 2015 – Joint event with African American Chamber of Commerce (AACC) – MFD certification workshop
- June 29, 2015 – MFD Outreach and Networking Event with Hensel Phelps

C. Networking Events: These events help provide access to the local and minority vendors. Through panel discussions, seminars and match making sessions, vendors have an opportunity to gain detailed and individualized information regarding procurement processes and requirements, learn about particular procurement opportunities and obtain business development information. In FY15, the Office of Procurement, DBRC and the Division of Procurement participated as panelists or key speakers in the following events:

- July 9, 2014 – Ruppert Landscape Networking Event
- July 10, 2014 – Comprehensive Economic Strategy Pre-submission Conference
- July 17, 2014 – ProBiz event
- July 30, 2014 – Minority Business Economic Council
- Aug 14, 2014 – American Express OPEN for Government Contracts: Summit for Success
- Aug 28, 2014 – Women Power Conference

- Sep 2, 2014 – 2014 Maryland Hispanic business conference
- Sep 8, 2014 – FIS for Local Business Subcontracting Program
- Sep 18, 2014 – Maryland Marquee Hispanic Gala
- Oct 7, 2014 – GSA Construction and Building Services Procurement Program
- Oct 15, 2014 – Baltimore County Meet the Primes Meet & Greet
- Nov 19, 2014 – Baltimore Washington Chamber of Commerce 23rd Annual Government Procurement Fair
- Dec 12, 2014 – Small Business & Economic Development Summit III
- Dec 15, 2014 – African American Chamber of Commerce(AACC) – MDOT Certificate Seminar
- Jan 29, 2015 – Green Purchasing Vendors' Fair
- Feb 26, 2015 – 2015 Minority Business Economic Council Black History Month Business Reception
- Mar 10, 2015 – Business Innovation Network lunch and learn at Wheaton
- Mar 18, 2015 – Breakfast talk for the Team Network
- Mar 21, 2015 – Minority Small Business Construction Conference
- Mar 24, 2015 – Hispanic Chamber of Commerce 6th Annual Business Expo
- Mar 31, 2015 – African American Chamber of Commerce(AACC) – MDOT Certificate Seminar
- May 8, 2015 – Maryland Washington Minority Companies Association Business Showcase Expo
- May 15, 2015 – Montgomery County Chamber, GovCon-Net Procurement Conference
- May 19, 2015 – Bethesda Green Incubator reverse trade show
- May 21, 2015 – State GOMA “Ready, Set, GROW!” event in Montgomery County
- June 4, 2015 – Asian Pacific American Chamber of Commerce (APACC) seminar on MFD and LSBRP
- June 25, 2015 – Korean Businesses Networking Event with Maryland Korea Development Center

Awards

Division of Business Relations and Compliance received the “Most supportive County Administrator of the Year” award from the Maryland Washington Minority Companies Association on May 8, 2015.

FY 2015

Office of Procurement

Division of Business Relations and Compliance

Section I

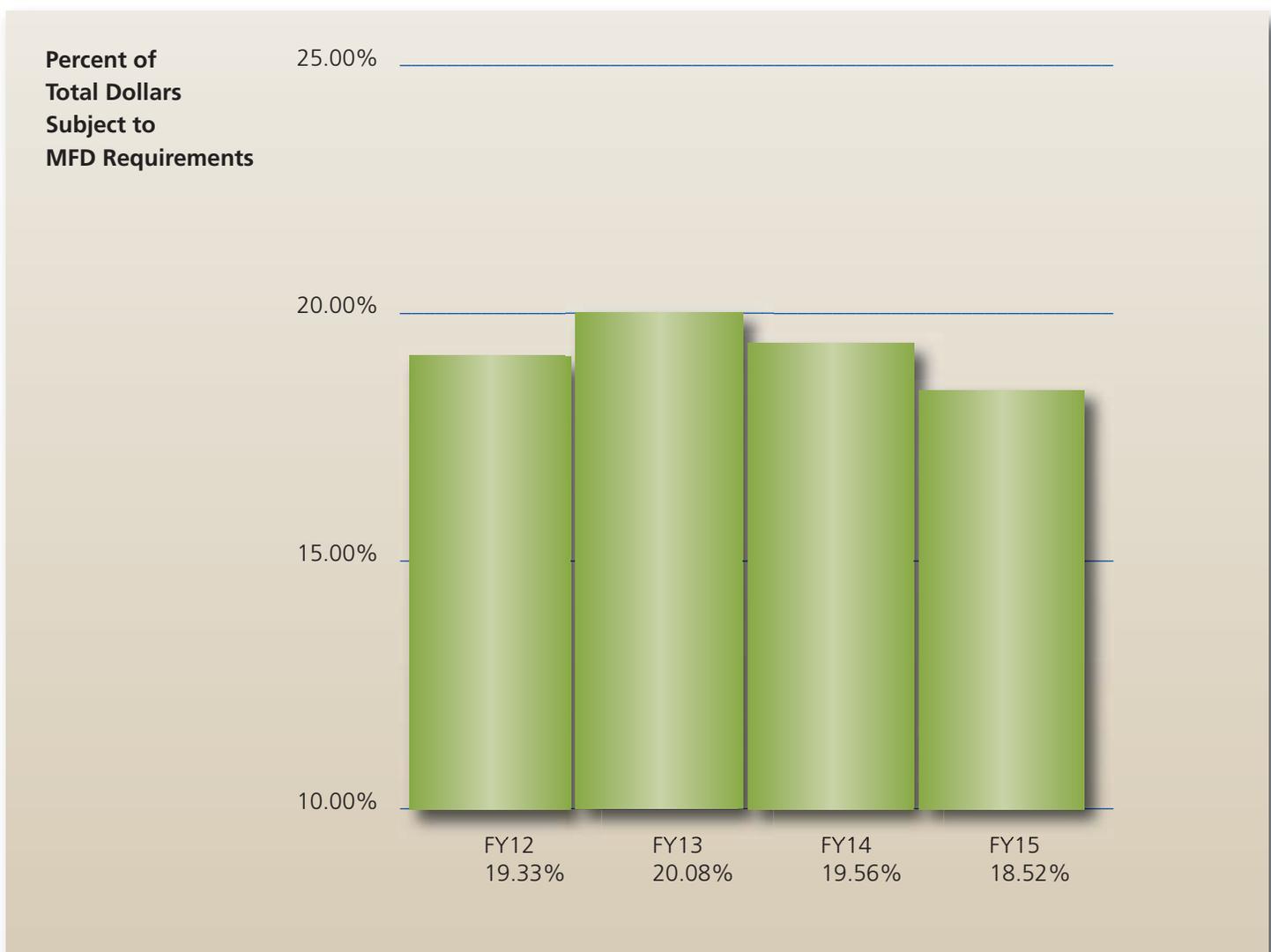
MFD Procurement Participation Report



FY12 – FY15 Comparison of MFD Contract Activity

Fiscal Year	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	Total # of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD
FY 15	\$1,034,061,757	\$191,506,372	5,556	2,030	18.52%	36.54%
FY 14	\$750,190,650	\$147,501,193	6,301	2,233	19.66%	35.44%
FY 13	\$732,997,158	\$149,265,124	6,359	2,346	20.36%	36.89%
FY 12	\$658,563,269	\$128,051,999	5,305	1,713	19.44%	32.29%

Chart 1: 4-year Comparison on MFD Encumbrances



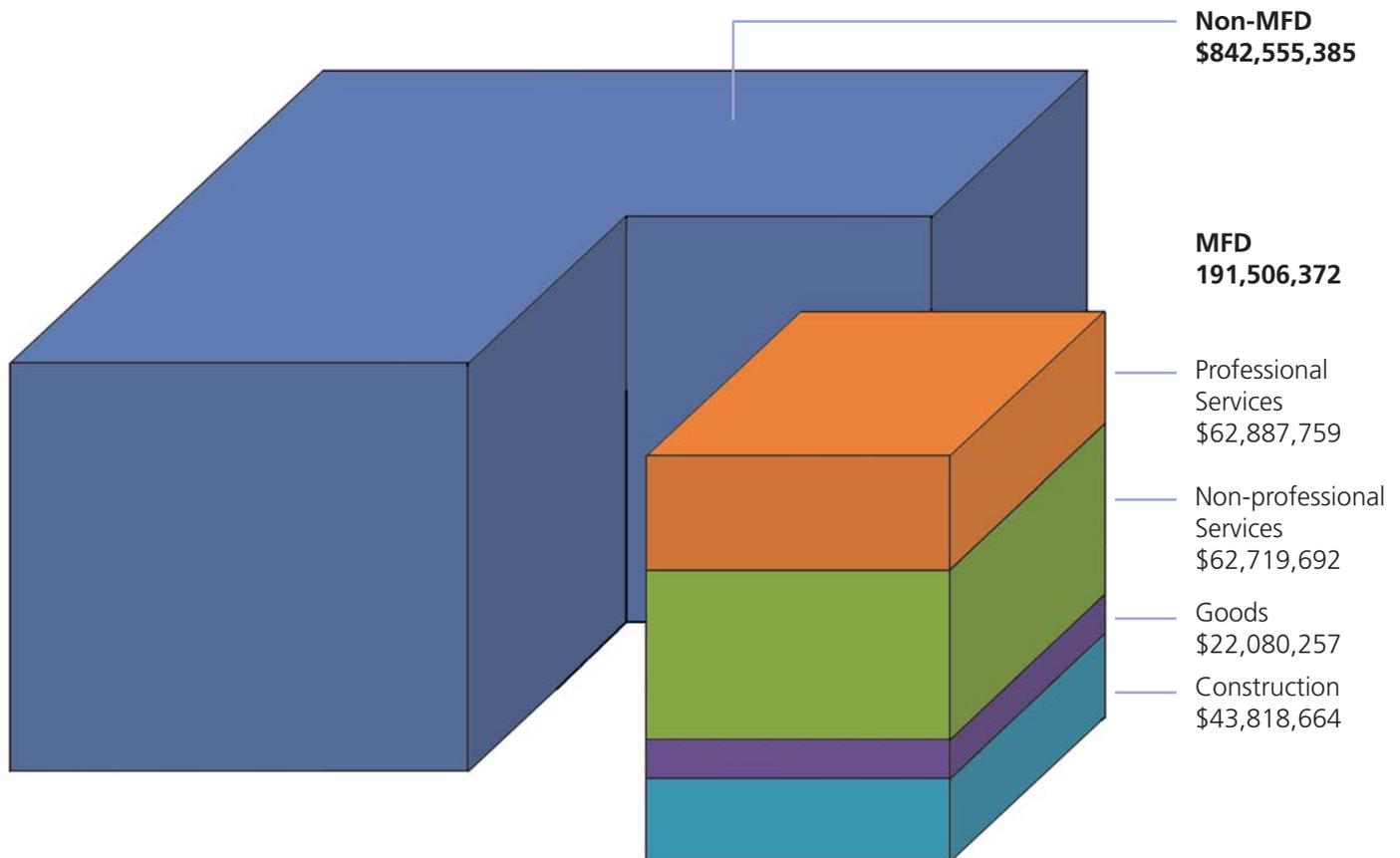
FY 15 MFD Contract Activity Summary by Procurement Category

MFD participation is measured in the following four procurement categories:

- Professional services
- Non-professional services
- Goods
- Construction

Procurement Category	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	Total # of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD	% of each Procurement Category
Professional Services	\$394,369,329	\$62,887,759	1,837	705	32.84%	34.73%	--
Non-professional Services	\$203,267,745	\$62,719,692	2,020	713	32.75%	35.12%	--
Goods	\$122,188,456	\$22,080,257	1,426	463	11.53%	22.81%	--
Construction	\$314,236,227	\$43,818,664	273	149	22.88%	7.34%	--
TOTAL	\$1,034,061,757	\$191,506,372	5,556	2,030	18.52%	36.54%	

Chart 2: MFD Encumbrances by Procurement Category



Dollar Value to MFD Firms by Group, FY15

Professional Services

Total Dollars Subject to Goal: \$394,369,329 Total Actions: 1,837

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$ 6,874,366	1.74%	107	5.82%
Asian American	\$38,726,761	9.82%	220	11.98%
Female	\$13,554,080	3.44%	284	15.46%
Hispanic American	\$ 3,402,160	0.86%	79	4.30%
Native American	\$ 164,037	0.04%	5	0.27%
Person with Disability	\$ 166,355	0.04%	10	0.54%
Total	\$62,887,759	15.95%	705	38.38%

Non-Professional Services

Total Dollars Subject to Goal: \$203,267,745 Total Actions: 2,020

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$15,976,912	7.86%	179	8.86%
Asian American	\$3,226,336	1.59%	35	1.73%
Female	\$25,125,522	12.36%	287	14.21%
Hispanic American	\$17,737,871	8.73%	202	10.00%
Native American	\$ 494,386	0.24%	3	0.15%
Person with Disability	\$ 158,664	0.08%	7	0.35%
Total	\$62,719,692	30.86%	713	35.30%

Dollar Value to MFD Firms by Group, FY15

Goods

Total Dollars Subject to Goal: \$122,188,456 Total Actions: 1,426

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$ 4,303,070	3.52%	109	7.64%
Asian American	\$ 1,758,580	1.44%	50	3.51%
Female	\$14,485,601	11.86%	291	20.41%
Hispanic American	\$ 817,953	0.67%	12	0.84%
Native American	\$ 715,052	0.59%	1	0.07%
Person with Disability	\$ 0	0.00%	0	0.00%
Total	\$22,080,257	18.07%	463	32.47%

Construction

Total Dollars Subject to Goal: \$314,236,227 Total Actions: 273

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$ 3,716,958	1.18%	21	7.69%
Asian American	\$ 2,652,523	0.84%	8	2.93%
Female	\$ 8,487,714	2.70%	26	9.52%
Hispanic American	\$28,961,470	9.22%	94	34.43%
Native American	\$ 0	0.00%	0	0.00%
Person with Disability	\$ 0	0.00%	0	0.00%
Total	\$43,818,664	13.94%	149	54.58%

FY15 MFD Utilization and Availability

	Prime Contractor		Sub Contractor		Total Contractor		FY15 County Utilization	FY15 Availability*	FY16 Goal
Professional Services	Subject to MFD Requirements:				\$394,369,329	1,837			
African American	\$4,982,612	26	\$1,891,754	81	\$6,874,366	107	2%	8.25%	8.25%
Asian American	\$23,477,168	144	\$15,249,593	76	\$38,726,761	220	10%	4.11%	--
Female	\$7,817,263	171	\$5,736,817	113	\$13,554,080	284	3%	4.26%	4.26%
Hispanic American	\$975,170	19	\$2,426,990	60	\$3,402,160	79	1%	1.24%	1.24%
Native American	\$0	0	\$164,037	5	\$164,037	5	0%	0.11%	0.11%
Person with Disability	\$166,355	10	\$0	0	\$166,355	10	0%	0.80%	0.80%
Sub Total	\$37,418,568	370	\$25,469,191	335	\$62,887,759	705	15.95%	18.77%	14.66%
Non-Professional Services	Subject to MFD Requirements:				\$203,267,745	2,020			
African American	\$8,737,849	28	\$7,239,063	151	\$15,976,912	179	8%	12.57%	12.57%
Asian American	\$3,203,817	29	\$22,519	6	\$3,226,336	35	2%	3.49%	3.49%
Female	\$23,841,812	189	\$1,283,710	98	\$25,125,522	287	12%	5.46%	5.46%
Hispanic American	\$15,954,884	131	\$1,782,987	71	\$17,737,871	202	9%	2.58%	
Native American	\$0	0	\$494,386	3	\$494,386	3	0%	0.08%	0.08%
Person with Disability	\$0	0	\$158,664	7	\$158,664	7	0%	0.62%	0.62%
Sub Total	\$51,738,362	377	\$10,981,330	336	\$62,719,692	713	30.86%	24.80%	22.22%
Goods	Subject to MFD Requirements:				\$122,188,456	1,426			
African American	\$285,000	8	\$4,018,070	101	\$4,303,070	109	4%	5.79%	5.79%
Asian American	\$93,724	3	\$1,664,856	47	\$1,758,580	50	1%	2.01%	2.01%
Female	\$6,035,299	114	\$8,450,302	177	\$14,485,601	291	12%	6.57%	6.57%
Hispanic American	\$0	2	\$817,953	10	\$817,953	12	1%	1.51%	1.51%
Native American	\$0	0	\$715,052	1	\$715,052	1	1%	0.11%	0.11%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	0.75%	0.75%
Sub Total	\$6,414,023	127	\$15,666,234	336	\$22,080,257	463	18.07%	14.68%	14.68%
Construction	Subject to MFD Requirements:				\$314,236,227	273			
African American	\$1,443,381	3	\$2,273,577	18	\$3,716,958	21	1%	11.00%	11.00%
Asian American	\$408,987	3	\$2,243,536	5	\$2,652,523	8	1%	3.29%	3.29%
Female	\$6,287,711	19	\$2,200,003	7	\$8,487,714	26	3%	5.54%	5.54%
Hispanic American	\$27,336,130	78	\$1,625,340	16	\$28,961,470	94	9%	6.14%	
Native American	\$0	0	\$0	0	\$0	0	0%	0.49%	0.49%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	1.00%	1.00%
Sub Total	\$35,476,209	103	\$8,342,455	46	\$43,818,664	149	13.94%	27.46%	21.32%
Total Subject to MFD Requirements					\$1,034,061,757	5,556			
Total MFD Procurement					\$191,506,372	2,030		18.52%	

* The availability of minority businesses is based on the 2014 Disparity Study conducted by Griffin & Strong, Inc.

** According to County Code 11B.00.01.07.3.4.8(c), this category showed underutilization in at least one out of the last 4 years, a set goal is warranted.

Section II

MFD Participation by Request for Proposals (RFPs)



Total Dollars and Percent Value of Request for Proposals (RFPs) for Each MFD Group

- Dollar values for each group
- Number of proposals submitted by each group

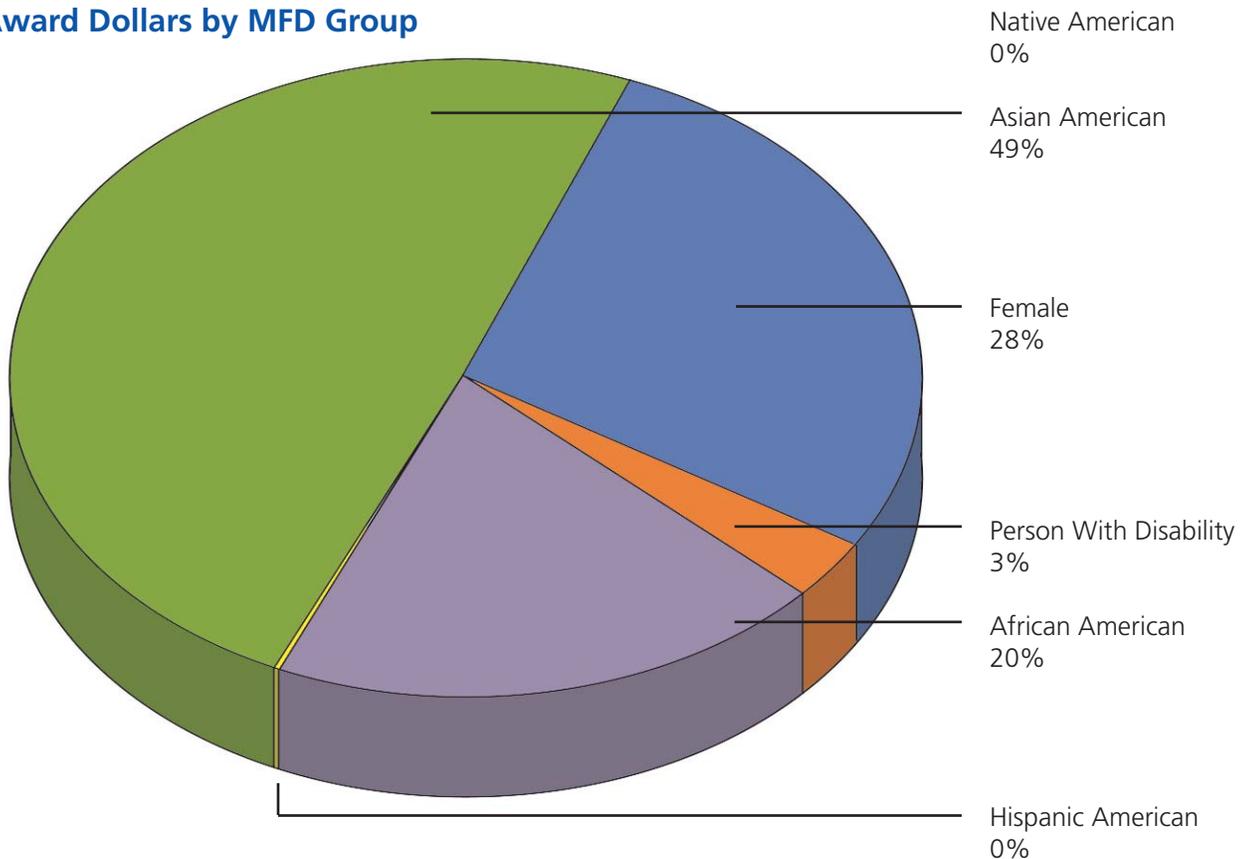
The RFP section of the MFD report is a result of proposals submitted in response to formal Requests for Proposals (RFPs) issued by the County during FY15. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards

The total dollar value for RFPs issued in FY15 was \$541,247,964. Of that amount MFD businesses were awarded **\$106,423,673** or **19.66%**. Out of 214 total RFP proposals submitted, 79 (36.92%) proposals were submitted by MFD businesses. A total of 70 RFP contract awards were issued. MFD businesses RFP contract award was 25 (35.71%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD \$ (chart 3)	# of Proposals Submitted	% of Proposals Submitted
African American	4	5.71%	\$ 21,500,000	3.97%	20.20%	19	8.88%
Hispanic American	1	1.43%	\$ 189,270	0.03%	0.18%	3	1.40%
Asian American	8	11.43%	\$ 51,650,000	9.54%	48.53%	24	11.21%
Native American	0	0.00%	\$ 0	0.00%	0.00%	0	0.00%
Female	8	11.43%	\$ 29,560,000	5.46%	27.78%	29	13.55%
Person With Disability	4	5.71%	\$ 3,524,403	0.65%	3.31%	4	1.87%
Total MFD Businesses	25	35.71%	\$106,423,673	19.65%	100.00%	79	36.91%
Non-MFD Businesses	45	64.29%	\$434,824,291	80.34%	----	135	63.08%
Total Businesses	70	100.00%	\$541,247,964	99.99%	----	214	99.99%

Chart 3: RFP Award Dollars by MFD Group



Section III

MFD Participation by Invitation for Bids (IFBs)



Total Dollars and Percent Value of Invitation for Bids (IFBs) for Each MFD Group

- Dollar values for each group
- Number of bids submitted by each group

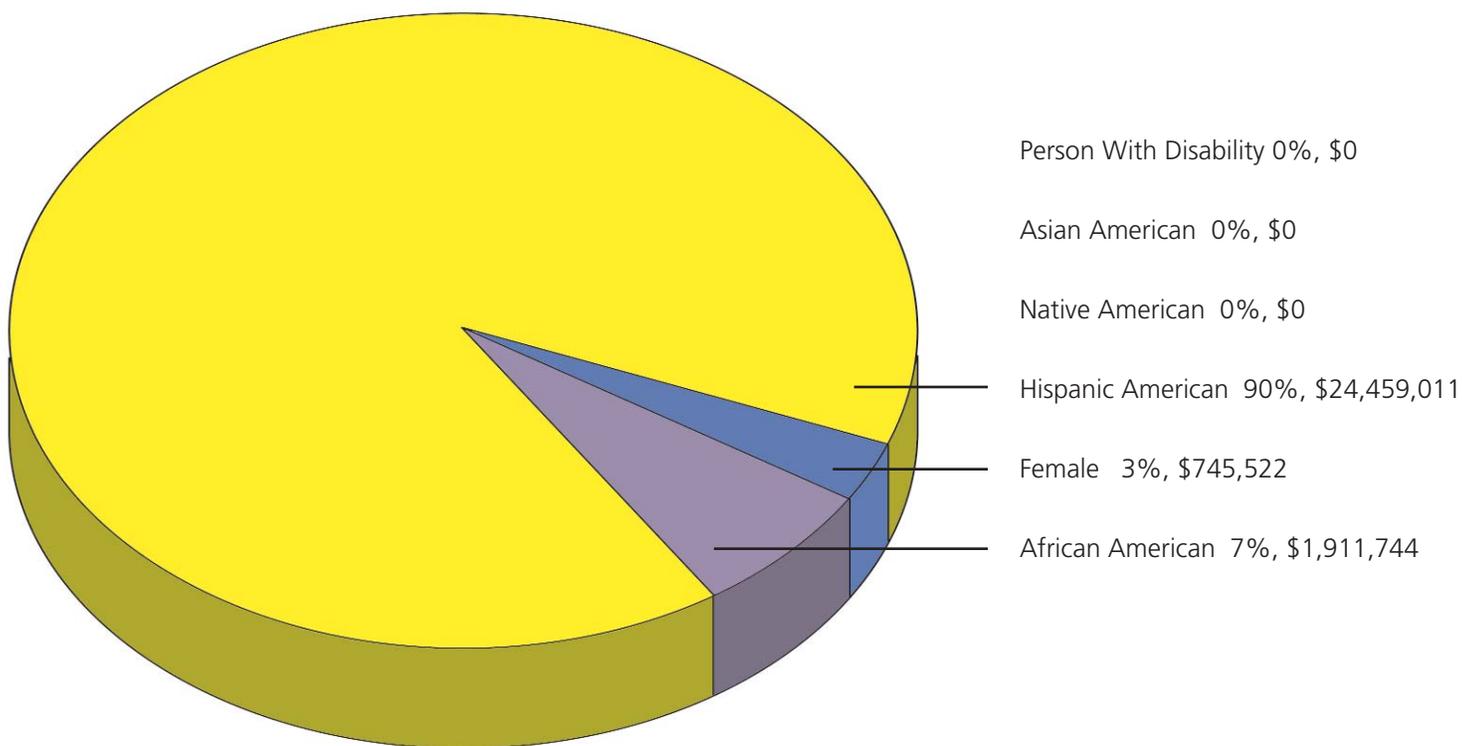
The IFB section of the MFD report is a result of bids submitted in response to formal Invitation for Bids (IFBs) issued by the County during FY15. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards

The total dollar value for IFBs issued in FY15 was \$226,570,540. Of that amount MFD businesses were awarded **\$27,116,276** or **11.97%**. Out of 175 total bids responding to the IFBs, 23 (13.14%) bids were submitted by MFD businesses. A total of 62 IFB contract awards were issued. MFD businesses were awarded 7 (11.29%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD \$ (chart 4)	# of Bids Submitted	% of Bids Submitted
African American	2	3.23%	\$ 1,911,744	0.84%	7.05%	7	4.00%
Hispanic American	3	4.84%	\$ 24,459,011	10.80%	90.20%	7	4.00%
Asian American	0	0.00%	\$ 0	0.00%	0.00%	1	0.57%
Native American	0	0.00%	\$ 0	0.00%	0.00%	0	0.00%
Female	2	3.23%	\$ 745,522	0.33%	2.75%	8	4.57%
Person With Disability	0	0.00%	\$ 0	0.00%	0.00%	0	0.00%
Total MFD Businesses	7	11.30%	\$ 27,116,276	11.97%	100.00%	23	13.14%
Non-MFD Businesses	55	88.70%	\$199,454,264	88.03%	--	152	86.86%
Total Businesses	62	100.00%	\$226,570,540	100.00%	--	175	100.00%

Chart 4: IFB Award Dollars by MFD Group



Section IV

MFD Participation by Selected Departments



FY 15 Department MFD Participation Summary*

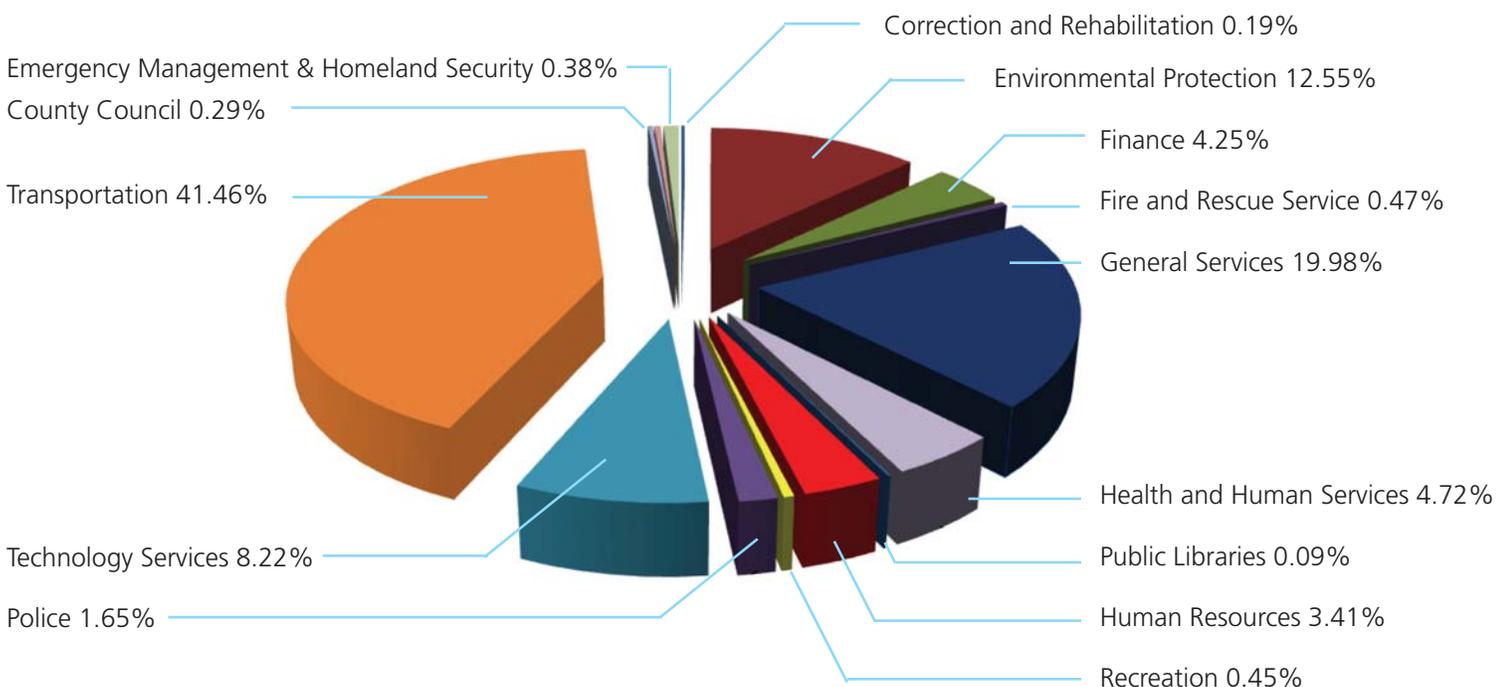
MFD participation by selected departments focuses on those departments that have procurements of any type exceeding \$5 million in the aggregate or procurements for professional services exceeding \$1 million in the aggregate. For FY15, 14

departments met the criteria. The data reports for each of these departments on total dollars encumbered in all purchasing categories subject to MFD participation. Listed below is a summary of the 14 departments and their MFD utilization in FY15. Note that non-profit businesses are excluded from the MFD participation requirements.

Departments	FY15			
	Total \$ Subject to MFD	MFD Utilization	% of MFD Utilization	% of Total MFD \$ (Chart 5)
Transportation	\$ 315,468,257	\$ 73,727,385	23.37	39.45%
Technology Services	\$ 45,337,243	\$ 17,660,004	38.95	9.45%
Recreation	\$ 7,063,670	\$ 654,781	9.27	0.35%
Public Libraries	\$ 2,340,453	\$ 1,332,421	56.93	0.71%
Police	\$ 22,951,669	\$ 3,084,614	13.44	1.65%
Permitting Services	\$ 1,991,848	\$ 1,271,959	63.86	0.68%
Human Resources	\$ 214,936,567	\$ 7,345,069	3.42	3.93%
Health and Human Services	\$ 54,620,255	\$ 13,496,281	24.71	7.22%
General Services	\$ 262,955,302	\$ 45,644,713	17.36	24.43%
Fire and Rescue Service	\$ 11,496,683	\$ 783,719	6.82	0.42%
Finance	\$ 14,311,847	\$ 4,796,822	33.52	2.57%
Environmental Protection	\$ 64,609,548	\$ 16,264,257	25.17	8.70%
Economic Development	\$ 781,056	\$ 195,489	25.03	0.10%
Correction and Rehabilitation	\$ 2,946,180	\$ 607,777	20.63	0.33%
TOTAL	\$1,021,810,578	\$186,865,290	18.29%	100.00%

* Detailed department reports can be viewed at the MFD website: www.montgomerycountymd.gov/mfd under MFD Annual Report FY15, as attachment 1.

Chart 5: FY15 MFD Encumbrances by Department



Section V

MFD Exclusions and Waivers



Procurements Excluded From Requirement: FY15

1. Exclusion By Regulations:

The total dollar value of all procurement transactions in FY15 which by regulation were not subject to the minority business requirements were:

Category of Procurement	Dollar Value
Grants	\$70,149,332
Public Entities	\$131,609,662
TOTAL	\$201,758,994

Exclusion By Waiver:

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was **\$217,993,585**

MFD Compliance Waiver Summary – FY 15

A. Total Value Subject to MFD Requirement	\$1,034,061,757
B. Total MFD Dollars Waived	\$ 217,993,585
C. Total Dollar Value of MFD Awards	\$ 191,506,372
D. Total Number of MFD Purchase Orders	2,030
E. Waiver Actions	211
F. Percent of Contract Dollars Waived (B Divided by A)	21.08%
G. Percent of Total Dollars to MFDs (C Divided by A)	18.52%

Waiver Process

The Director, Office of Procurement, may determine that a contractor has or has not satisfied the MFD requirements. The determination to waive the MFD requirements is based on the rationale that subcontracting cannot be effected. Examples of reasons for each type of waiver are provided on this page. On the next page, a number corresponding to the number of the reason for waiver given below (1 to 3) is used in the summary table of FY15 waivers.

The goal-setting process is intended to determine in advance of a contract the reasonable expectation that the awardee shall exercise good faith. At any time, the Director, Office of Procurement, may request a waiver, or the prospective contractors on their own initiative may request a waiver. The contractor must explain in writing to the Director why the goal could not be achieved. This explanation must demonstrate that the prime contractor's failure to meet the goal is for reasons beyond the contractor's control.

Waivers are granted for one of the following reasons:

1. Individuals contractors including Recreational Instructors, Doctors, Nurses, etc., where subcontracting is impractical.
2. MFD firms listed on the subcontracting plan hold certifications not accepted by Montgomery County or not CVRS registered.
3. Manufacturers or their certified distributors for certain products that are not available for contracting otherwise.
4. Proprietary services or products owned and controlled by the prime contractor.
5. Economically impracticable.
6. Vendor claims that they have in-house capacity to perform the services.

Purchasing Categories	Reason For Waiver						Total Waivers
	1	2	3	4	5	6	
Professional Services (PS)	32	0	3	18	1	37	91
Non-profession Services (NPS)	1	0	16	6	1	23	47
Goods	0	0	64	5	1	0	70
Construction	0	0	0	1	0	2	3
Total Number of Waivers:	33	0	83	30	3	62	211
Total Value of Waivers:	\$4,606,524	\$0	\$83,388,491	\$114,427,980	\$230,000	\$15,340,592	\$217,993,585

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
Joan Schaffer		CCL	Grant Manager For Council's FY15 Grants Review Process	\$99,500	PS	1
Tedi S. Osias	Y	CCL	Consultant services in legislative research and analysis for Nancy Floreen	\$62,000	PS	1
Kathleen J. Taylor ImageSoft, Inc.		CCL CCT	Consulting services for the Merit System Protection Board Circuit Court Enterprise Content Management System	\$80,000 \$590,869	PS PS	1 4
TMAC Communications LLC	Y	CEC	Event Coordination and Management Services for Volunteer Center	\$105,000	PS	6
Skillsmart Inc		DED	Workforce Research & Recommendation Consulting Services (Informal-Mini)	\$97,272	PS	6
Ballard Spahr, LLP		DED	Federal Real Estate Consulting	\$500,000	PS	6
Robert G. Hoyt		DEP	Knowledge Transfer Services	\$63,000	PS	1
Infor (US), Inc.		DEP	Infor Enterprise Asset Management Software	\$70,000	Goods	4
Metro Bobcat, Inc.		DGS	Construction Equipment Repair Service and Replacement Parts	\$150,000	NPS	3
Metropolitan Rolling Door, Inc.		DGS	Time and Material Overhead and Rolling Door Services	\$247,125	NPS	6
Kafar Kafe, LLC	Y	DGS	Silver Spring Library Café	\$0	NPS	1
J. G. Parks & Son, Inc.		DGS	Automotive Aftermarket Replacement Parts	\$200,000	Goods	3
Gaithersburg Farmers Supply, Inc. d/b/a Gaithersburg Equipment Co.		DGS	Construction Equipment Parts and Service	\$55,000	Goods	
Vt Hackney Inc		DGS	Police Emergency Services Unit (ESU)	\$399,164	Goods	3
Looper Servicenter, Inc.		DGS	Aftermarket Automotive Parts	\$15,000,000	Goods	3
Green Power Technology, LLC		DGS	Electrical Vehicle Charging Stations	\$100,000	Goods	3
Capitol Fleet Service, LLC		DGS	Original Equipment Manufacturer Service and Parts	\$1,133,917	Goods	3
Capitol Fleet Service dba Chesapeake Ford of DC		DGS	Original Equipment Manufacturer Service and Parts	\$600,000	Goods	3
Donald B. Rice Tire Company		DGS	Tires and Tubes	\$3,925,927	Goods	3
EMH Environmental Inc.		DGS	Modular Classroom Buildings	\$66,057	Goods	3
Potomac Truck Center, Inc.		DGS	Standard Heavy Duty Single-Rear-Axle Dump Trucks w/18,000 lb. Front and 23,000 lb. Rear Capacity	\$19,781,034	Goods	3
Johnson Truck Center, LLC		DGS	Construction Equipment Repair Service and Replacement Parts	\$150,000	NPS	3
JG Parks and Son, Inc.		DGS	Construction Equipment Repair Service and Replacement Parts	\$300,000	NPS	3
Alban Tractor Co., Inc.		DGS	Construction Equipment Repair Service and Replacement Parts	\$300,000	NPS	3
Advanced Equipment, Maintenance, & Repair, Inc.		DGS	Time and material emergency generator service	\$560,000	NPS	3
Cleanedge, LLP		DGS	Preventive Maintenance Service, Repair Service and Parts; Soaps and Detergents for Vehicle Wash Systems	\$150,000	NPS	3
Vanguard Modular Building Systems, LLC		DGS	Men's Homeless Shelter with restroom and showers	\$234,597	PS	3
BOLAND TRANE SERVICES INC		DGS	Section 2 Labor Rates & Miscellaneous Pricing for Chiller Diagnostic Analysis and Preventative Maintenance and Rental Services	\$2,000,000	PS	3
KCE Structural Engineers P.C.		DGS	SS Transit Center, A/E Eng., Structural	\$1,100,000	Construction	4
Gillig, LLC		DGS	Diesel, Diesel/Electric Hybrid & CNG Powered Low-Floor Heavy Duty Transit Buses	\$107,231,900	Goods	4
Energy Cap, Inc.		DGS	Utility Management Software and Services	\$240,695	PS	4
Facility Dynamic Engineering Corporation		DGS	Commissioning Services	\$350,000	PS	4
Keller Brothers, Inc.		DGS	3rd District Police Station, C.O. No. 8	\$268,472	Construction	6
Keller Brothers, Inc.		DGS	Construction Services for the Scotland Neighborhood Recreation Center	\$160,792	Construction	6

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
XEROX Corporation		DGS	Office Document Imaging Solutions	\$875,000	NPS	6
Fitch & Company, Inc.	Y	DGS	Graphic Arts Services	\$0	NPS	6
Gaithersburg Farmers Supply, Inc dba Gaithersburg Equipment Company		DGS	Road Equipment Services	\$65,000	NPS	6
Duro Bag Manufacturing Company		DLC	Liquor Store Paper Bags	\$205,930	Goods	3
Novolex Holdings, Inc. d/b/a Duro Hilex Poly		DLC	Liquor Store Paper Bags	\$470,136	Goods	3
A.J.M. Packaging Corporation		DLC	Liquor Store Paper Bags	\$210,000	Goods	3
World Medical Government Solutions		DOCR	Medical Supplies and Equipment	\$275,108	Goods	3
Performance Food Group Inc. db/a Performance Food		DOCR	Food and Groceries items for Montgomery County Correctional Facilities	\$1,080,000	Goods	3
Swisher International Inc		DOCR	Non-Competitive - Various Chemicals for Laundry Services and Dishwashers	\$1,400,000	Goods	3
Performance Food Group Inc.		DOCR	Food and Grocery items and products for use in the County's Detention Facilities	\$180,000	Goods	5
Shady Grove Radiological Consultants, PA		DOCR	Radiological interpretation services for inmates	\$105,000	PS	6
Potters Industries, Inc.		DOT	Moisture-Proof Glass Beads for Reflectorized Highway Pavement Markings	\$117,600	Goods	3
Laytonville Landscaping, Inc.	Y	DOT	Furnish Turfgrass Sod	\$252,420	Goods	3
Chemung Supply Corp.		DOT	Traffic Sign Posts	\$412,065	Goods	3
United Rentals (North America), Inc.		DOT	Rental of Construction Equipment	\$100,000	Goods	3
Graybar Electric Company, Inc.		DOT	Electrical Products from bridge State of MD US Communities County of Los Angeles	\$250,000	Goods	3
United Rentals (North America), Inc.		DOT	Rental of Construction Equipment	\$900,000	Goods	3
Hertz Equipment Rental Corporation		DOT	Rental of Construction Equipment	\$900,000	Goods	3
Metro Bobcat, Inc.		DOT	Rental of Construction Equipment	\$900,000	Goods	3
Unifirst Corporation		DOT	Uniform rental & rental	\$30,000	Goods	3
CTR Parking Solutions, LLC		DOT	Maintenance Services for Pay on Foot Equipment ***VENDOR NAME CHANGE***	\$1,000,000	NPS	3
United Rentals (North America), Inc.		DOT	Rental of Construction Equipment	\$53,029	NPS	3
Apollo Video Technology		DOT	Mobile Video Monitoring & Surveillance Recording System and Services.	\$753,360	NPS	3
A Annandale Inc.		DOT	Furnishing and Installing Pavement Markings (Primary Award)	\$2,300,000	NPS	3
A Annandale Inc		DOT	Furnishing and Installing Raised Pavement Markings - (Primary Award)	\$414,000	NPS	3
Siemens Industry, Inc.		DOT	Transportation Management Consulting Services (Task order 2015-3)	\$49,551	PS	4
IPT, LLC.		DOT	Self-Release Booting Program (Non-Competitive Contract)	\$1,000,000	PS	4
CartoPac International, Inc.		DOT	Geospatial Storm Water Maintenance Tracking System and Software	\$98,560	PS	4
FoodPro Corporation		DOT	Food and Grocery Services	\$200,000	NPS	6
Key Sanitation		DOT	Road Equipment Services	\$50,000	NPS	6
Windy Way Greener Solutions, LLC		DOT	Road Equipment Services	\$50,000	NPS	6
Windy Way Greener Solutions, LLC		DOT	Road Equipment Services	\$50,000	NPS	6
T.L. Raines Enterprises, LLC		DOT	Road Equipment Services	\$50,000	NPS	6
Broadleaf Grounds Works, LLC.		DOT	Road Equipment Services	\$50,000	NPS	6
Lambs Knoll Enterprise, LLC		DOT	Road Equipment Services	\$300,000	NPS	6
Hamilton Site Construction, Inc.		DOT	Road Equipment Services	\$50,000	NPS	6
Abbott's Tree, Lawn and Landscape, LLC		DOT	Road Equipment Services	\$50,000	NPS	6
Allen K. Belt		DOT	Road Equipment Services	\$50,000	NPS	6
Our Boys Services, LLC		DOT	Road Equipment Services	\$50,000	NPS	6

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
Kuhlman Lawn Service LLC		DOT	Road Equipment Services	\$200,000	NPS	6
Rels, LLC		DOT	Road Equipment Services	\$200,000	NPS	6
Brandebury Tool Company, Inc.	Y	DOT	Traffic Surveillance Airplane Lease - New Award	\$1,968,000	PS	6
STV, Inc. (Group IV)		DOT	Traffic Engineering and Operations Consulting Services - TASK ORDER - Onsite support to traffic engineering	\$92,400	PS	6
Street Traffic Studies, Ltd (Group II)		DOT	Traffic Engineering and Operations Consulting Services	\$99,994	PS	6
BFD, LLC	Y	DOT	Professional Pilot and Support Services for Arial Transportation Surveillance Program	\$398,250	PS	6
Street Traffic Studies, Ltd (Group II)		DOT	Traffic Engineering and Operations Consulting Services (Task # 12261)	\$99,994	PS	6
A. Morton Thomas and Associates, Inc. (Group III)		DOT	Traffic Engineering and Operations Consulting Services	\$141,840	PS	6
Desman, Inc.		DOT	Wheaton Parking District Demand Parking Study	\$54,970	PS	6
A. Morton Thomas and Associates, Inc. (Group III)		DOT	Traffic Engineering and Operations Consulting Services	\$60,800	PS	6
EMC Corporation		DPS	Software Updates and Upgrades for Licensed Software	\$43,366	PS	4
Contract Video Specialist, Inc.		DTS	Playback Automation System for MCPS	\$414,208	Goods	3
Montgomery Community Television, Inc. dba Montgomery Community Media, MCM		DTS	Cable Television Production Services	\$450,000	PS	4
Chesapeake Systems Inc		DTS	Montgomery County Government Access Channel - County Cable Montgomery (CCM) Storage Area Network (SAN)	\$148,000	PS	4
Excel4apps, Inc.		FIN	Excel Based Oricle Financial Reporting Software and Related Maintenance	\$70,757	PS	4
Cost Plans Plus, LLC		FIN	Review and Analysis of the Indirect Cost Rates for the Operating and Capital Improvements Program	\$20,000	PS	6
MuniCap, Inc.		FIN	Financial Advisory Services	\$180,000	PS	6
Morning Pride Manufacturer LLC dba Honeywell First Responder Products		FRS	Firefighter Protective Clothing and Equipment	\$702,000	PS	3
Robert M. Clemens		FRS	Knowledge Transfer Services	\$50,062	PS	1
Roger M Stone, M.D. P.A.		FRS	Emergency Medical Services Medical Director	\$141,120	PS	1
Roger M. Stone MD PA		FRS	Emergency Medical Services Director	\$146,000	PS	1
ROGER M STONE MD PA		FRS	Emergency Medical Services Medical Director	\$3,587	PS	1
MFAC LLC		FRS	Athletic Equipment	\$300,000	Goods	3
Bound Tree Medical LLC		FRS	Medical and Fire Aid Supplies	\$3,720,000	Goods	3
Bound Tree Medical, LLC		FRS	Medical, First Aid Supplies	\$500,000	Goods	3
Specialties, Inc	Y	FRS	Physical Fitness Apparel for MCFRS	\$450,000	Goods	3
Image Trend, Inc.		FRS	E MEDS System Support for FRS	\$285,200	Goods	3
Arrow International Inc.		FRS	EZ-10 Power Driver Needles and EZ-10 Needle Stabilizers (assignment of contract)	\$70,000	Goods	3
Atlantic Emergency Solutions Inc		FRS	Fire Department Aerial Towers - Mobile Command Unit	\$1,069,085	Goods	3
Frontline Communications, a division of Pierce Manufacturing, Inc.		FRS	Mobile Command Units for Fire and Rescue	\$700,000	Goods	3
Uram Ruppen Enterprises Inc. dba Quala-Tel enterprises		FRS	Sigtronics SE-8 Series Headsets (or equal) Repair Service and Parts	\$99,999	NPS	3
Pro-Fix Medical Repair & Sales Inc.		FRS	Ferno-Washington Product Maintenance and Repair Services	\$75,000	NPS	3
Atlantic Emergency Solutions, Inc.		FRS	Bullard Thermal Imaging Camera Maintenance and Repair Services	\$300,000	NPS	3
Specialty Rescue, Inc.		FRS	Hurst Rescue Tool Maintenance and Repair Services	\$75,000	NPS	3
Municipal Emergency Services, Inc.		FRS	Scott Airpark Parts and Accessories	\$99,730	Goods	4
Iowa College Acquisition Corporation d/b/a Kaplan University		FRS	Online subscriptions to access web based Advance Care Life Support (ACLS) Re-Certification Programs and Subscriptions	\$238,000	PS	4

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
Jessica Brown, MD		HHS	To provide psychiatric services	\$240,000	PS	1
Charles T. Kaebler		HHS	Provides Psychiatric Services to adults	\$65,444	PS	1
Lynne List		HHS	Provides training and technical assistance to family child care providers through the Montgomery County Child Care Resource & Referral Center.	\$69,096	PS	1
Kari H Moskowitz		HHS	Training and technical assistance to family child care providers.	\$69,096	PS	1
Sander G. Genser, M.D.		HHS	New contract award from Open Solicitation No. 1038578 for psychiatric services for children and adults.	\$880,524	PS	1
Diane Hanek		HHS	This contract provides mental health consultation services for the early childhood services program.	\$23,032	PS	1
Robert A. DeBernardis		HHS	Facility Use/Space Planning Services	\$99,000	PS	1
Dexter Pritchett		HHS	Weekend and holiday child and adult protective services.	\$101,766	PS	1
Gemyta Robinson		HHS	Weekend and Holiday child and adult protective services.	\$30,000	PS	1
Richard L. Kunkel		HHS	Facilities Consultant for the development and rehabilitation of the Avery Road Treatment Center.	\$99,000	PS	1
Cardinal Health 110, Inc (Cardinal Health 411, Inc. (collectively))		HHS	Pharmaceuticals, OTC, Nutritional, and Vaccines (MMCAP)	\$500,000	Goods	3
Cardinal Health 110		HHS	Pharmaceuticals and Health Supplies for County Health Clinics (MMCAP) Bridge	\$150,000	Goods	3
SHR Associates, Inc.		HHS	Implementation and Customization of Enterprise Practice Management (EPM) & Electronic Health Records (HER) System for School Based Health and Wellness Centers	\$99,999	PS	3
Sanofi Pasteur, Inc.		HHS	Influenza Vaccine Products (MMCAP Bridge)	\$90,000	Goods	4
Cardinal Health 20, LLC		HHS	Medical Supplies, other Non-Pharmacy Products (MMCAP) BRIDGE	\$155,000	Goods	4
Bio-Reference Laboratories, Inc.		HHS	Providing Laboratory/Pathology Diagnostic Services.	\$45,000	PS	4
Diagnostic Medical Imaging, P.A.		HHS	Diagnostic Medical Imaging, P.A.	\$63,000	PS	4
Maryland Delivery Consulting, LLC		HHS	Delivers meals to homebound clients. Replaces Contract No. 5645140111-03.	\$30,000	NPS	5
Physician Associates		HHS	Provides services for the Countys Women Cancer Control Program.	\$11,500	PS	6
Shady Grove Radiological Consultants, P.A.		HHS	Providing medical services for the County's Women's Cancer Control.	\$210,000	PS	6
Olivier L. Kreitmann, MD		HHS	Provides services for the Countys Women Cancer Control Program.	\$120,000	PS	6
F & S Radiology, P.C.		HHS	Medical services for the County's Women's Cancer Control Program.	\$106,000	PS	6
Child and Family Transitions and Trauma Services ,LLC		HHS	Provides outpatient behavioral health services to adults, seniors, children, and adolescents referred by HHS.	\$40,000	PS	6
Dexter Pritchett		HHS	Weekend/holiday protective coverage services	\$140,000	PS	6
Technical Assistance Collaborative, Inc.		HHS	Montgomery County Continuum of Care Coordinator to prevent and End Homelessness	\$83,934	PS	6
Silver Hospitality, Inc.		HHS	Shelter for homeless families with minor children.	\$1,642,500	PS	6
Red Roof Inns, Inc.		HHS	New award that provides emergency shelter services to homeless individuals and families from Open Solicitation No. 9647001015, Hotel/Motel Shelter Accommodations.	\$600,000	PS	6
Mental Health Association of Montgomery County , MD, Inc.		HHS	Friendly Visitation	\$475,000	PS	6
Cross Cultural Infotech		HHS	Multilingual Health Navigation Line/Medical Interpretation	\$841,868	PS	6
D & D Diagnostics, LLC		HHS	Provides for radiology services for those with HIV/STD or Tuberculosis using the Ryan White Care	\$60,000	PS	6
Clinical Radiologists Medical Imaging, P.A.		HHS	Radiology services for HIV patients at Dennis Avenue Health Center.	\$60,000	PS	6

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
Clinical Radiologists Medical Imaging, P.A.	HHS	HHS	Radiology services for HIV patients at Dennis Avenue Health Center.	\$60,000	PS	6
Holy Cross Anesthesiology Associates, P.A.	HHS		Medical services for the County's Women's Cancer Control Program.	\$60,000	PS	6
Kathleen A. Wolf & Associates	HHS		Developmentally Disable Supplement & Provider Wage Allocation Analysis.	\$99,000	PS	6
Radiation Physics, Inc.	HHS		Reading and Interpretation of X-ray for Public Programs	\$35,200	PS	6
Radiation Physics, Inc.	HHS		Reading and Interpretation of X-rays for Public Health Programs	\$35,200	PS	6
Jorge C. Srabstein MD	LIB		to provide psychiatric services	\$508,305	PS	1
Burgeon Group, LLC	LIB		Early Literacy Furnishing	\$110,000	Goods	3
Community Services for Autistic Adults & Children CSAAC, Inc.	LIB		Vocational Rehabilitation Supportive Employment Services Library Material Sorting	\$327,600	PS	6
Kathleen J. Taylor	MPB		Consulting services for the Merit System Protection board	\$80,000	PS	1
DTC Communications, Inc.	OEMHS		NETNODE IP Mesh Radio System	\$160,000	Goods	3
Ergometrics and Applied Personnel Research, Inc.	OHR		Correctional Officer Entry Level Exam Services	\$48,000	PS	4
Silver Script Insurance Company	OHR		Prescription Plan - Portion of Caremark PCS Health, LLC K#1030765 being assigned to Silver Script.	\$100,000	PS	4
Virgin Pulse, Inc.	OHR		Employee Wellness Program	\$400,000	PS	4
Peoplefluent, Inc	OHR		Online Application and Resume Management and Tracking System	\$840,250	PS	4
Benefit Strategies, LLC	OHR		Flexible Spending Account Services	\$360,000	NPS	6
Vantage Human Resource Services, Inc.	OHR		Professional Development and Training Services	\$50,000	PS	6
Diversified Workforce Solutions, LLC	OHR		Labor Negotiations Services	\$100,000	PS	6
Cost Plans Plus LLC	OMB		Review and Analysis of Indirect Cost Rates for the Operating and Capital Improvements Program	\$20,000	PS	5
Beth Tabachnick	POL		Noncompetitive - Consulting services	\$179,992	PS	1
F&F and A. Jacobs & Sons, Inc.	POL		Uniforms	\$250,000	Goods	3
Promega Corporation	POL		RFQ for DNA Kits	\$100,000	Goods	3
Service Wear Apparel, Inc.	POL		Police Bike Shorts from bridge (City of Antonio) for 5 year term	\$500,000	Goods	3
F & F and A. Jacobs & Sons, Inc.	POL		stock uniforms and manufacturer's percentage discount for Blauer and 511 items	\$250,000	Goods	3
Atlantic Tactical Inc.	POL		Police Supplies	\$1,500,000	Goods	3
Lawmen Supply Co.	POL		Police Supplies	\$1,500,000	Goods	3
TMDE Calibration Labs, Inc.	POL		LIDAR Speed and Range Enforcement Devices, Hand Held Laser Guns -Calibration Certificate and Repairs	\$100,000	Goods	3
TASER International Inc.	POL		Tasers and Accessories	\$381,166	Goods	3
Whole Pet Central Inc	POL	Y	Informal solicitation for Dog Food	\$99,999	Goods	3
C Reed Knight Jr d/b/a Knights Armament Company	POL		SR 16E3-CB Rifles or Equal	\$100,000	Goods	3
Agilent Technologies Inc	POL		Noncompetitive - Purchase the Agilent Gas Chromatograph and Mass Spectrometer System for the Crime Lab	\$123,035	Goods	3
Ultra Electronics Forensic Technology Inc.	POL		Extended Warranty and Protections Plan for the IBIS equipment	\$48,456	Goods	3
Lawmen Supply Co., Inc.	POL		Guns	\$210,000	Goods	3
Taser International, Inc.	POL		Body Worn Video Cameras	\$5,400,000	Goods	3
Lawmen Supply Co. of New Jersey Inc.	POL		Bridge Contract for guns	\$140,000	Goods	3
George J. Petronis Enterprises, Inc. t/a The Gun Shop	POL		Bridge the State of Maryland contract for ammunition	\$1,750,000	Goods	3
Brekford Corp	POL		Repair Services for ETIX Electronic Ticketing Printers	\$75,000	NPS	3

Supplier	LSBRP	Dept	Contract Description	Value	Purchasing Categories	Waiver Reason
Qiagen Inc.		POL	Maintenance of the Qiagen's robots	\$69,242	NPS	4
MD Motorcycle Investors LP d/b/a Old Glory Harley Davidson		POL	Harley Davidson Police Motorcycle Maintenance and Repair Service	\$200,000	NPS	4
Rockville Harley-Davidson Inc	Y	POL	Harley Davidson Police Motorcycle Maintenance and Repair Service	\$200,000	NPS	4
Computer Marketing Associates Inc		POL	Online telephone record look-up services through a subscription to ITACT.	\$94,080	NPS	4
PEN-LINK LTD		POL	2 year contract extension for annual maintenance	\$103,145	NPS	4
Safeguard Privacy Protection Services Inc		POL	Destruction of Public Records - Offsite	\$88,260	NPS	4
Voice Print International Inc		POL	Maintenance of the Voice Print System in the Emergency Communications Center	\$24,881	NPS	6
Westwood Valet, Inc.		POL	Multi-Agencies Uniform Laundry and Dry Cleaning	\$2,000,000	NPS	6
Valley Proteins Inc		POL	Pick-Up, Removal and Legal Disposal of Deer Carcasses	\$225,000	NPS	6
Net Transcripts Inc.		POL	Purchase Transcript and Translation Services	\$60,000	PS	6
The Bode Technology Group Inc.		POL	DNA analysis services	\$130,000	PS	6
Law Enforcement Outreach, Inc.	Y	POL	Mini Contract for Injured/Ill Police Employees Network Coordinator	\$100,000	PS	6
Stephen A Sakaris		REC	Recreation Instructor	\$149,000	PS	1
Jason Ramon Cordero		REC	Recreation Instructor	\$149,000	PS	1
Gregory Ian Karel		REC	Recreation Instructor	\$149,000	PS	1
Anna Louise Cheng		REC	Recreation Instructor	\$149,000	PS	1
Learn Now Music Inc.		REC	Recreation Instructor	\$100,000	PS	1
Nora Elias		REC	Recreation Instructor	\$100,000	PS	1
Staci Anne Armezzani		REC	Recreation Instructor	\$149,000	PS	1
Michael W. Flamand		REC	Recreation Instructor	\$149,000	PS	1
District of Columbia Approved Basketball Officials Inc.		REC	Recreation Officiating Services - Basketball	\$8,000	PS	1
Dennis R Tuttle	Y	REC	Communication Marketing Services for the Department of Recreation	\$99,000	PS	1
Metropolitan Washington Soccer Referees Association Inc.		REC	Recreation Officiating Services	\$315,000	PS	1
All Stage and Sound, Inc.	Y	REC	Staging Equipment for the Silver Spring Jazz Festival	\$60,000	Goods	3
Personalized Classics, Inc.	Y	REC	Recreation Staff Apparel	\$370,000	Goods	3
S&S Worldwide, Inc.		REC	Arts, Crafts and Classroom Supplies	\$300,000	Goods	3
Daycon Products Co, Inc.		REC	Cleaning Supplies for Swimming Pools	\$120,000	Goods	3
Aquatic Technology, Inc.		REC	Pool Accessories	\$225,000	Goods	3
Roberts Oxygen Corporation, Inc.		REC	Carbon Dioxide for Swimming Pools	\$11,000	Goods	3
Heartline Fitness Products, Inc.		REC	Exercise Equipment, Accessories and Parts	\$450,000	Goods	3
Amato Industries Inc./Amchlor		REC	Sodium Hypochlorite for Swimming Pools	\$335,000	Goods	3
Personalized Classics, Inc.	Y	REC	Screen Printed Sports Uniform T-Shirts and Athletic Apparel	\$2,080,000	Goods	3
Heartline Fitness Products, Inc		REC	Fitness Equipment Inspection, Maintenance and Repair Services	\$390,000	NPS	6
Wagtech Sound Productions Inc.		REC	Sound and Lighting for Special Events	\$63,000	NPS	6
West Publishing Corporation DBA West A Thomson Reuters Business		SAO	Online Research Databases	\$150,573	PS	4