MONTGOMERY COUNTY OFFICE OF PROCUREMENT

MINORITY, FEMALE, AND DISABLED PERSONS (MFD) PROGRAM

ANNUAL REPORT

FISCAL YEAR 2004

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MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION I

MFD PROCUREMENT PARTICIPATION REPORT

FISCAL YEAR 2004

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION I

MFD PROCUREMENT PARTICIPATION REPORT

FISCAL YEAR 2004

EXECUTIVE SUMMARY

OF
THE MINORITY, FEMALE, AND DISABLED PERSONS (MFD) PROGRAM

FISCAL YEAR 2004

EXECUTIVE SUMMARY

OF
THE MINORITY, FEMALE, AND DISABLED PERSONS (MFD) PROGRAM

FISCAL YEAR 2004

Comparison of MFD Contract Activity: FY 03 and FY 04

Fiscal Year	Total Dollar Value of Awards*	Total Dollar Value of MFD Awards	Total Number of Awards	Total Number of Awards to MFD	Percent of Total Dollars to MFD	Percent of Number of Awards to MFD
FY 04	$331,375,882	$69,220,213	6,451	2,128	20.89%	32.99%
FY 03	$299,528,550	$64,570,039	5,440	2,036	21.56%	37.43%

*Awards subject to MFD goal.

MFD Contract Activity Summary By Procurement Category, FY 04

Procurement Category	Total Dollar Value of Awards*	Total Dollar Value of MFD Awards	Total Number of Awards	Total Number of Awards to MFD	Percent of Total Dollars to MFD	Percent of Number of Awards to MFD
Professional Services	$83,764,289	$10,666,237	1,672	699	12.73%	41.81%
Nonprofessional Services	$98,216,513	$21,985,400	2,703	849	22.38%	31.41%
Goods	$48,813,643	$8,447,058	1,647	375	17.30%	22.77%
Construction	$100,581,437	$28,121,518	429	205	27.96%	47.79%

*Awards subject to MFD goal.

Dollar Value to MFD Firms By Group: FY 04

Professional Services

Total Dollars Subject to Goal: $83,764,289 Total Actions: 1,672

Group	Total Dollar Award to MFD Group*	Percent of Total Dollars Subject to Goal	Total Number of Actions to MFD Group	Percent of Total Actions by MFD Group	MFD Goals by Group*
African American	$1,869,735	2.23%	71	4.25%	N/A
Hispanic American	$477,467	0.57%	14	.84%	N/A
Asian/Native American	$5,582,278	6.66%	516	30.86%	N/A
Female	$2,708,725	3.23%	96	5.74%	10.00%
Disabled	$28,032	0.03%	2	.12%	.75%
Total	$10,666,237	12.73%	699	41.81%	10.75%

*Goals subject to FY 04 utilization.

Nonprofessional Services

Total Dollars Subject to Goal: $98,216,513 Total Actions: 2,703

Group	Total Dollar Award to MFD Group*	Percent of Total Dollars Subject to Goal	Total Number of Actions to MFD Group	Percent of Total Actions by MFD Group	MFD Goals by Group*
African American	$6,635,214	6.76%	222	8.21%	N/A
Hispanic American	$6,924,302	7.05%	140	5.18%	N/A
Asian/Native American	$1,023,855	1.04%	273	10.10%	3.00%
Female	$7,283,748	7.42%	208	7.70%	12.00%
Disabled	$118,281	0.12%	6	0.22%	.75%
Total	$21,985,400	22.38%	849	31.41%	15.75%

*Goals subject to FY 04 utilization.

Dollar Value to MFD Firms By Group: FY 04

Goods

Total Dollars Subject to Goal: $48,813,643 Total Actions: 1,647

Group	Total Dollar Award to MFD Group*	Percent of Total Dollars Subject to Goal	Total Number of Actions to MFD Group	Percent of Total Actions by MFD Group	MFD Goals by Group*
African American	$1,351,165	2.77%	137	8.32%	1.50%
Hispanic American	$3,358,705	6.88%	33	2.00%	N/A
Asian/Native American	$2,004,399	4.11%	62	3.76%	4.00%
Female	$1,732,789	3.55%	143	8.68%	12.00%
Disabled	$0	0%	0	0%	.75%
Total	$8,447,058	17.30%	375	22.77%	16.75%

*Goals subject to FY 04 utilization.

Construction

Total Dollars Subject to Goal: $100,581,437 Total Actions: 429

Group	Total Dollar Award to MFD Group*	Percent of Total Dollars Subject to Goal	Total Number of Actions to MFD Group	Percent of Total Actions by MFD Group	MFD Goals by Group*
African American	$630,734	.65%	3	.70%	3.00%
Hispanic American	$18,235,946	18.13%	94	22.14%	N/A
Asian/Native American	$4,480,340	4.63%	55	12.82%	N/A
Female	$4,774,498	4.93%	52	12.12%	10.00%
Disabled	$0	0%	0	0%	0.75%
Total	$28,121,518	27.96%	205	47.79%	10.75%

*Goals subject to FY 04 utilization.

FY '04 MFD UTILIZATION AND FY '05 GOALS

	Prime Contractor		Sub-contractor		Total		FY'04 Goals	County Utilization	FY'04 Availibility	FY'04 Difference	FY'05 Goals
	A	B	A	B	A	B					
Professional Services			Subject to MFD procurement goal:		$ 83,764,289	1672					
African American	$ 1,536,840	33	$ 332,896	38	$ 1,869,735	71	N/A	2.23%	1.01%	1.22%	
Hispanic American	$ 435,300	9	$ 42,168	5	$ 477,467	14	N/A	0.57%	0.29%	0.28%	
Asian/Native American	$ 3,739,348	66	$ 1,842,930	450	$ 5,582,278	516	N/A	6.66%	0.83%	5.83%	
Women	$ 1,591,272	45	$ 1,117,453	51	$ 2,708,725	96	10.00%	3.23%	9.63%	-6.40%	
Disabled	$ 28,032	2	$ -	0	$ 28,032	2	0.75%	0.03%	0.75%	-0.72%	
Sub total	$ 7,330,792	155	$ 3,335,447	544	$ 10,666,237	699		12.73%			
Non-professional Services			Subject to MFD procurement goal:		$ 98,216,513	2703					
African American	$ 3,378,784	28	$ 3,256,430	194	$ 6,635,214	222	N/A	6.76%	2.90%	3.86%	
Hispanic American	$ 5,200,815	91	$ 1,723,487	49	$ 6,924,302	140	N/A	7.05%	0.98%	6.07%	
Asian/Native American	$ 19,500	3	$ 1,004,356	270	$ 1,023,855	273	3.00%	1.04%	2.83%	-1.79%	
Women	$ 4,820,464	103	$ 2,463,284	105	$ 7,283,748	208	12.00%	7.42%	11.94%	-4.52%	
Disabled	$ 118,281	6	$ -	0	$ 118,281	6	0.75%	0.12%	0.75%	-0.63%	
Sub total	$ 13,537,844	231	$ 8,447,557	618	$ 21,985,400	849		22.38%			
Goods			Subject to MFD procurement goal:		$ 48,813,643	1647					
African American	$ -	0	$ 1,351,165	137	$ 1,351,165	137	1.50%	2.77%	1.29%	1.48%	
Hispanic American	$ 456,000	8	$ 2,902,706	25	$ 3,358,705	33	N/A	6.88%	0.57%	6.31%	
Asian/Native American	$ 351,000	7	$ 1,653,399	55	$ 2,004,399	62	4.00%	4.11%	3.86%	0.25%	
Women	$ 1,271,940	100	$ 460,849	43	$ 1,732,789	143	12.00%	3.55%	11.09%	-7.54%	
Disabled	$ -	0	$ -	0	$ -	0	0.75%	0.00%	0.75%	-0.75%	
Sub total	$ 2,078,940	115	$ 6,368,119	260	$ 8,447,058	375		17.30%			
Construction			Subject to MFD procurement goal:		$ 100,581,437	429					
African American	$ 23,000	1	$ 607,734	2	$ 630,734	3	3.00%	0.63%	2.23%	-1.60%	
Hispanic American	$ 13,908,364	87	$ 4,327,582	8	$ 18,235,946	95	N/A	18.13%	2.09%	16.04%	
Asian/Native American	$ 2,084,777	50	$ 2,395,564	5	$ 4,480,340	55	N/A	4.45%	3.54%	0.91%	
Women	$ 4,446,523	42	$ 327,975	10	$ 4,774,498	52	10.00%	4.75%	9.98%	-5.23%	
Disabled	$ -	0	$ -	0	$ -	0	0.75%	0.00%	0.75%	-0.75%	
Sub total	$ 20,462,663	180	$ 7,658,855	25	$ 28,121,518	205		27.96%			
			Total subject to MFD procurement goal:		$ 331,375,882	6451					
			Total MFD procurement:		$ 69,220,213	2,128		20.89%			

A = Total $
B = Actions subject to MFD procurement goal

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION II

MFD PARTICIPATION BY REQUESTS FOR PROPOSALS (RFPs)

FISCAL YEAR 2004

Total Dollars and Percent Value of RFPs to Each MFD Group

Groups	Total Dollars	Percent of Dollars
African American	$150,000	0.14%
Hispanic American	$90,000	0.09%
Asian/Native American	$360,000	0.35%
Female	$8,128,447	7.79%
Disabled	$4,418,180	4.23%
Total Dollar Awards to MFD Firms	**$13,146,627**	**12.60%**
Total Dollar Awards to Non-MFD Firms	**$91,182,936**	**87.40%**
Total Dollar Value of RFP Awards	**$104,329,563**	**100.00%**

Number of Awards Made Under Each RFP to Each MFD Group

Groups	Number of Awards
African American	1
Hispanic American	1
Asian/Native American	3
Female	12
Disabled	2
Total Awards to MFD Firms	**19**
Total Awards to Non-MFD Firms	**57**
Total Awards	**76**

Number and Percent of Proposals Submitted By MFD and Non-MFD Group

Groups	Number of Proposals	Percent of Proposals
Non-MFD	160	71.43%
African American	15	6.70%
Hispanic American	8	3.57%
Asian/Native American	19	8.48%
Female	18	8.04%
Disabled	4	1.79%
Total Number of Proposals	**224**	**100.00%**

FY 04 RFPs

Below is a summary of the MFD participation of 224 RFPs* issued by the Office of Procurement in FY 04. A detailed description of the frequency and dollar value of MFD participation is provided in the following pages.

Total Awards To MFD Firms	19
Total Awards to Non-MFD Firms	57
Total Awards	76
Total Dollar Value of RFPs	$104,329,563
Total Dollar Value of MFD Firms	$13,146,627
Total Dollar Value to Non-MFD Firms	$91,182,936
Percent of Dollars to MFD Firms	12.60%
Percent of Dollars to Non-MFD Firms	87.40%
Percent of Awards to MFD Firms	25.00%

*This page includes RFPs only, not IFBs.

SCHEDULE OF MFD PARTICIPATION BY RFP ACTIVITY FOR FY 04

FY 04 MFD ANNUAL REPORT IN COMPLIANCE WITH MCG REGULATION 11B-61(7)

SUBTOTALS

RFP #	Total Responses to RFP	Responses by Group 1	2	3	4	5	6	7	% of Responses by MFD	Awards Made by Group 1	2	3	4	5	6	7	% of Awards MFD	$ Value by Group 1	2	3	4	5	6	7	% MFD Value	Total Contract Value
3201000010AA	1						1		100%						1		100%						99,000		100%	$99,000
3422000080	2	2							0%	1							0%	2,658,000							0%	$2,658,000
3321000018AA	5	5							0%	1							0%	200,000							0%	$200,000
3505000205	4	1			1		2		75%						1		100%						400,000		100%	$400,000
3647001014AA	1	1							0%	1							0%	5,594,964							0%	$5,594,964
3509000061	4	4							0%	1							0%	2,700,000							0%	$2,700,000
3641502034AA	3	1						2	67%	1							0%	90,000							0%	$90,000
3644017015	4	3						1	25%	3						1	25%	10,408,000						2,776,000	21%	$13,184,000
3647015009	2	2							0%	1							0%	3,722,280							0%	$3,722,280
367004043	2	1						1	50%							1	100%							1,642,180	100%	$1,642,180
3647004039	3	3							0%	3							0%	4,011,340							0%	$4,011,340
3502050030	5	4	1						20%	1							0%	1,980,000							0%	$1,980,000
3509000172	1	1							0%	1							0%	54,000							0%	$54,000
3344000143	1	1							0%	1							0%	50,000							0%	$50,000
3781000030	7	4					3		43%	4					3		43%	5,280,000					3,960,000		43%	$9,240,000
3508000030	6	3			2		1		50%	1					1		100%						956,000		100%	$956,000
3502050001A	4	4							0%	1							0%	3,319,040							0%	$3,319,040
318000028A	9	9							0%	1							0%	60,000							0%	$60,000
3331000112	7	7							0%	5							0%	450,000							0%	$450,000
2344000030	1	1							0%	1							0%	170,000							0%	$170,000
3423000034	2	1		1					50%	1		1					50%	128,400		90,000					41%	$218,400
3508000071	4	3	1						25%	1							0%	300,000							0%	$300,000
3509000131	5	5							0%	3							0%	7,350,000							0%	$7,350,000
4509000049AA	5	4	1						20%	1							0%	10,432,800							0%	$10,432,800
4509000048AA	5	4	1						20%	1							0%	17,399,256							0%	$17,399,256
3711000029	2	2							0%	1							0%	844,000							0%	$844,000
3346000027	2	1					1		50%	1							0%	260,000							0%	$260,000
1761000038	7	6	1						14%	1							0%	80,000							0%	$80,000
3502010018	6	2	1	1	1		1		67%						1		100%						750,000		100%	$750,000
4346000011	3	1	1				1		67%						1		100%						239,100		100%	$239,100
4344000001	1	1							0%	1							0%	200,000							0%	$200,000
3502050075	12	9		1	1	1			25%	1							0%	350,000							0%	$350,000
3502050282	11	6		2	2		1		45%	2			1				33%	600,000			300,000				33%	$900,000
Subtotals: 33	**137**	**102**	**7**	**5**	**7**	**1**	**11**	**4**	**26%**	**42**	**0**	**1**	**1**	**0**	**8**	**2**	**29%**	**$78,692,080**	**$0**	**$90,000**	**$300,000**	**$0**	**$6,404,100**	**$4,418,180**	**12%**	**$89,904,360**

Groups: 1 - Nonminority 2 - African American 3 - Hispanic American 4 - Asian American 5 - Native American 6 - Female 7 - Disabled

SCHEDULE OF MFD PARTICIPATION BY RFP ACTIVITY FOR FY 04

FY 04 MFD ANNUAL REPORT IN COMPLIANCE WITH MCG REGULATION 11B-61(7)

SUBTOTALS AND TOTALS

RFP #	Total Responses to RFP	Responses by Group 1	2	3	4	5	6	7	% of Responses by MFD	Awards Made by Group 1	2	3	4	5	6	7	% of Awards MFD	$ Value by Group 1	2	3	4	5	6	7	% MFD Value	Total Contract Value
4509000012AA	15	9	2		4				40%	1							0%	112,500							0%	$112,500
4506030126	1				1				100%				1				100%				30,000				100%	$30,000
4509000121AA	9	6			2		1		33%	1							0%	105,000							0%	$105,000
4506030126	1				1				100%				1				100%				30,000				100%	$30,000
4101000010	3	1	1				1		67%						1		100%						1,350,000		100%	$1,350,000
4711000003AA	1	1							0%	1							0%	185,000							0%	$185,000
4504520019	11	8	1		1		1		27%	1							0%	793,432							0%	$793,432
4231000002	7	2	1	3	1				71%	1							0%	50,400							0%	$50,400
3763000071	2	2							0%	1							0%	40,000							0%	$40,000
3341000065	1	1							0%	1							0%	3,183,606							0%	$3,183,606
4331000059AA	6	5	1						17%	1							0%	48,845							0%	$48,845
3343000024AA	1	1							0%	1							0%	224,700							0%	$224,700
4182000014	1						1		100%						1		100%						35,200		100%	$35,200
4231000007	3	1			1		1		67%						1		100%						288,747		100%	$288,747
4301000020	4	4							0%	1							0%	60,000							0%	$60,000
4331000001	5	3	1				1		40%	2	1						50%	300,000	150,000						33%	$450,000
4423000032	1	1							0%	1							0%	38,880							0%	$38,880
4642010082	10	9	1						10%	1							0%	312,300							0%	$312,300
3851000064	4	4							0%	1							0%	7,036,193							0%	$7,036,193
4423000033	1						1		100%						1		100%						50,400		100%	$50,400
Subtotals: 20	87	58	8	3	11		7		17%	15	1	0	2	0	4	0	15%	$12,490,856	$150,000	$0	$60,000		$ 1,724,347			$14,425,203
Totals: 53	224	160	15	8	18	1	18	4	29%	57	1	1	3	0	12	2	25%	$91,182,936	$150,000	$90,000	$360,000	0	$8,128,447	$4,418,180	13%	$104,329,563

Groups: 1 - Nonminority 2 - African American 3 - Hispanic American 4 - Asian American 5 - Native American 6 - Female 7 - Disabled

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION III

MFD PARTICIPATION BY SELECTED DEPARTMENTS

FISCAL YEAR 2004

PROCUREMENTS OF ANY TYPE EXCEEDING $5 MILLION IN THE AGGREGATE
OR
PROCUREMENTS FOR PROFESSIONAL SERVICES EXCEEDING $1 MILLION IN THE AGGREGATE

Departmental MFD Participation
Fiscal Year 2004
Department of Correction and Rehabilitation

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	54	$2,173,651		
African American	4	$338,518	7.41%	15.57%
Hispanic American	2	$11,800	3.70%	0.54%
Asian/Native American	0	$0	0%	0%
Female	7	$23,160	12.96%	1.07%
Total MFD	13	$373,478	24.07%	17.18%
Nonprofessional Services				
Subject to MFD	91	$400,680		
African American	0	$0	0%	0%
Hispanic American	1	$4,250	1.10%	1.06%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	1	$4,250	1.10%	1.06%
Goods				
Subject to MFD	47	$605,862		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	4	$4,089	8.51%	0.67%
Total MFD	4	$4,089	8.51%	0.67%
Construction				
Subject to MFD	1	$1,058		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	0	$0	0%	0%

Departmental MFD Participation
Fiscal Year 2004
Department of Technology Services

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	128	$25,513,105		
African American	16	$160,535	12.50%	.63%
Hispanic American	0	$0	0%	0%
Asian/Native American	26	$1,045,636	20.31%	4.10%
Female	8	$315,295	6.25%	1.24%
Total MFD	50	$1,521,466	39.06%	5.96%
Nonprofessional Services				
Subject to MFD	276	$3,253,672		
African American	110	$343,510	39.86%	10.56%
Hispanic American	0	$0	0%	0%
Asian/Native American	5	$8,330	1.81%	.26%
Female	2	$17,637	.72%	.54%
Total MFD	117	$369,477	42.39%	11.36%
Goods				
Subject to MFD	134	$3,030,206		
African American	4	$19,425	2.99%	.64%
Hispanic American	0	$0	0%	0%
Asian/Native American	6	$181,886	4.48%	6.00%
Female	12	$153,186	8.96%	5.06%
Total MFD	22	$354,497	16.42%	11.70%
Construction				
Subject to MFD	1	$987		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	0	$0	0%	0%

Departmental MFD Participation
Fiscal Year 2004
Office of Human Resources

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	118	$28,842,899		
African American	9	$76,974	7.63%	.27%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$212,258	1.69%	.74%
Female	5	$63,967	4.24%	.22%
Total MFD	16	$353,199	13.56%	1.22%
Nonprofessional Services				
Subject to MFD	82	$2,746,352		
African American	14	$297,158	17.07%	10.82%
Hispanic American	20	$1,029,609	24.39%	37.49%
Asian/Native American	2	$174	2.44%	.01%
Female	24	$371,353	29.27%	13.52%
Total MFD	60	$1,698,294	73.17%	61.84%
Goods				
Subject to MFD	43	$3,672,064		
African American	6	$111,222	13.95%	3.03%
Hispanic American	20	$2,548,365	46.51%	69.40%
Asian/Native American	8	$925,126	18.60%	25.19%
Female	6	$66,940	13.95%	1.82%
Total MFD	40	$3,651,653	93.02%	99.44%

Departmental MFD Participation
Fiscal Year 2004
Department of Finance

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	36	$4,381,523		
African American	8	$55,381	22.22%	1.26%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	2	$426,629	5.56%	9.74%
Total MFD	10	$482,010	27.78%	11.00%
Nonprofessional Services				
Subject to MFD	23	$277,583		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	0	$0	0%	0%
Goods				
Subject to MFD	13	$13,107		
African American	1	$59	7.69%	.45%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	1	$59	7.69%	.45%

Departmental MFD Participation
Fiscal Year 2004
Department of Health and Human Services

Professional Services	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Subject to MFD	353	$9,436,653		
African American	17	$751,585	4.82%	7.96%
Hispanic American	7	$423,500	1.98%	4.49%
Asian/Native American	29	$1,350,591	8.22%	14.31%
Female	11	$203,906	3.12%	2.16%
Disabled Persons	1	N/A	.28%	N/A
Total MFD	65	$2,729,582	18.41%	28.93%
Nonprofessional Services				
Subject to MFD	203	$944,447		
African American	0	$0	0%	0%
Hispanic American	1	$1,008	.49%	.11%
Asian/Native American	0	$0	0%	0%
Female	4	$5,030	1.97%	.53%
Total MFD	5	$6,038	2.46%	.64%
Goods				
Subject to MFD	68	$1,088,226		
African American	8	$3,287	11.76%	.30%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$22,853	2.94%	2.10%
Female	13	$60,531	19.12%	5.56%
Total MFD	23	$86,671	33.82%	7.96%
Construction				
Subject to MFD	1	$9,588		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	1	$9,588	100%	100%
Total MFD	1	$9,588	100%	100%

Departmental MFD Participation
Fiscal Year 2004
Department of Police

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	33	$912,183		
African American	2	$62,797	6.06%	6.88%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	2	$11,600	6.06%	1.27%
Total MFD	4	$74,397	12.12%	8.16%
Nonprofessional Services				
Subject to MFD	143	$2,479,568		
African American	2	$175,800	1.40%	7.09%
Hispanic American	1	$36,000	.70%	1.45%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	3	$211,800	2.10%	8.54%
Goods				
Subject to MFD	60	$1,753,978		
African American	5	$4,735	8.33%	.27%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$1,253	3.33%	.07%
Female	2	$7,470	3.33%	.43%
Total MFD	9	$13,458	15.00%	.77%
Construction				
Subject to MFD	0	$0		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	0	$0	0%	0%
Total MFD	0	$0	0%	0%

Departmental MFD Participation
Fiscal Year 2004
Department of Environmental Protection

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	21	$1,009,359		
African American	1	$30,000	4.76%	2.97%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$39,632	9.52%	3.93%
Female	1	$1,203	4.76%	.12%
Total MFD	4	$70,835	19.05%	7.02%
Nonprofessional Services				
Subject to MFD	21	$118,511		
African American	1	$1,250	4.76%	1.05%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$30,375	9.52%	25.63%
Female	1	$7,016	4.76%	5.92%
Total MFD	4	$38,641	19.05%	32.61%
Goods				
Subject to MFD	2	$7,600		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	2	$7,600	100%	100%
Total MFD	2	$7,600	100%	100%
Construction				
Subject to MFD	3	$622,649		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	1	$400,000	33.33%	64.24%
Total MFD	1	$400,000	33.33%	64.24%

Departmental MFD Participation
Fiscal Year 2004
Department of Public Works and Transportation

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	397	$25,360,290		
African American	6	$22,962	1.51%	.09%
Hispanic American	5	$42,167	1.26%	.17%
Asian/Native American	51	$1,526,177	12.85%	6.02%
Female	45	$1,411,319	11.34%	5.57%
Total MFD	107	$3,002,625	26.95%	11.84%
Nonprofessional Services				
Subject to MFD	1076	$83,586,265		
African American	93	$5,796,878	8.64%	6.94%
Hispanic American	112	$5,770,397	10.41%	6.90%
Asian/Native American	26	$450,966	2.42%	.54%
Female	165	$7,055,597	15.33%	8.44%
Disabled Persons	6	$118,281	.56%	.14%
Total MFD	402	$19,192,119	37.36%	22.96%
Goods				
Subject to MFD	635	$25,714,664		
African American	90	$1,202,562	14.17%	4.68%
Hispanic American	13	$810,340	2.05%	3.15%
Asian/Native American	36	$702,429	5.67%	2.73%
Female	62	$1,281,330	9.76%	4.98%
Total MFD	201	$3,996,661	31.65%	15.54%
Construction				
Subject to MFD	400	$93,613,192		
African American	3	$630,734	.75%	.67%
Hispanic American	86	$13,679,077	21.50%	14.61%
Asian/Native American	51	$4,346,711	12.75%	4.64%
Female	48	$4,353,368	12.00%	4.65%
Total MFD	188	$23,009,890	47.00%	24.58%

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION IV

MFD EXCLUSIONS AND WAIVERS

FISCAL YEAR 2004

Procurements Excluded From Goal: FY 04

3. **Exclusion By Regulations:**

The total dollar value of all procurement transactions in FY 04 which by regulation were not subject to the minority business goals were:

Category of Procurement	Dollar Value
Grants	$36,653,076
Public Entities	$56,776,638
Total	$93,429,714

4. **Exclusion By Waiver:**

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was $35,796,861.

The total dollar value of all original formal or informal procurements in FY 04 which was valued at $5,000 for agency direct purchase is not included in our centralized procurement data reporting system.

MFD Compliance Waiver Summary - FY 04

A.	Total Value Subject to MFD Goals	$331,375,882
B.	Total MFD Dollars Waived	$35,796,861
C.	Total Dollar Value of MFD Awards	$69,220,213
D.	Total Number of MFD Awards	2,128
E.	Waiver Actions (Partial and Full) Partial: 40 Full: 201	241
F.	Percent of Contract Dollars Waived (B Divided by A)	10.80%
G.	Percent of Total Dollars to MFDs (C Divided by A)	20.89%

Waiver Process

The Director, Office of Procurement, may determine that a contractor has or has not satisfied the MFD requirement. The determination to waive the MFD requirements is based on the rationale that subcontracting can not 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 5) is used in the summary table of FY 04 waivers for profit.

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.

Reasons for Waivers

1. Good-Faith Efforts Impaired
The prime contractor, in its effort to comply with MFD requirements, is also required to meet delivery schedules set by the County which can not be met by the proposed MFD subcontractor(s), whose costs are in excess of those presented by the prime contractor to the County. The result is that the prime contractor and the prospective minority firm cannot come to terms.

2. MFD Unavailable/Not Identifiable
The apparent awardee, after extensive efforts and often with the support of the Office of Procurement MFD Program, is unable to identify a minority firm which performs the type of work called for in the solicitation. MFD firms which possess the required financial and experience capabilities are unavailable for additional work at the time the prime contractor requests their participation.

3. MFD Involvement Inappropriate
Montgomery County agencies acquire manufactured goods through distributors which have exclusive rights from the manufacturer for the provision of the product. The product is delivered from the manufacturer through the distributor directly to the County.

4. MFD Would Diminish Purpose of the Contract
The prime contractor expects MFD participation in a major roofing project, but the project has moved forward without an MFD firm. The known MFD firm in the roofing business does not possess the manufacturer's certification as an approved applicator.

5. Partial Waiver
A partial waiver addresses many circumstances. For example, when the prime contractor has achieved compliance that has not fully satisfied the goal (i.e., fails to achieve full compliance), a written request is required to explain the reasons why the prime contractor failed to achieve the goal.

Summary of FY 04 MFD Waivers, For Profit, Full and Partial, By Month and Reason

Month	Reason For Waiver					Total Waivers
	1	2	3	4	5	
July, 2003	0	0	11	0	1	12
August, 2003	0	0	13	0	3	16
September, 2003	0	0	18	0	1	19
October, 2003	0	0	14	0	7	21
November, 2003	0	0	21	0	2	23
December, 2003	0	0	9	0	8	17
January, 2004	0	0	21	0	4	25
February, 2004	0	0	17	0	5	22
March, 2004	0	0	10	0	0	10
April, 2004	0	0	10	0	0	10
May, 2004	0	0	11	0	1	12
June, 2004	0	0	46	0	8	54
Totals:	**0**	**0**	**201**	**0**	**40**	**241**
Total Value of Waivers:	**$0**	**$0**	**$16,754,262**	**$0**	**$19,042,599**	**$35,796,861**

July 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Rapac Network International	Goods	DPWT	$240,000	$48,000	100%	$48,000	3
Ricoh Corporation	Goods	PRO	$211,126	$42,225	100%	$42,225	3
Ricoh Corporation	Goods	PRO	$231,840	$46,368	100%	$46,368	3
Montgomery Acute Renal Care	Professional Services	CORR	$135,000	$27,000	100%	$27,000	3
Juice Company, Inc.	Goods	CORR	$110,000	$22,000	100%	$22,000	3
Varian, Inc.	Goods	CORR	$180,000	$36,000	100%	$36,000	3
CSV Sales	Goods	CORR	$210,000	$42,000	100%	$42,000	3
Dairy Maid Dairy, Inc.	Goods	CORR	$114,000	$22,800	100%	$22,800	3
Schmidt Baking Company	Goods	CORR	$150,000	$30,000	100%	$30,000	3
Bearing Point, Inc.	Professional Services	DTS	$101,500	$20,300	100%	$20,300	3
Norris Ford	Goods	POL	$2,373,000	$474,600	100%	$474,600	3
Maximus, Inc.	Professional Services	HHS	$5,949,964	$1,189,993	7%	$77,945	5
Monthly Total			**$10,006,430**	**$2,001,286**		**$889,238**	

August 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
DMJMH&N	Professional Services	DPWT	$146,850	$29,370	95%	$27,755	5
Lancaster Foods, Inc.	Goods	CORR	$50,000	$10,000	100%	$10,000	3
Associated Truck Parts	Goods	DPWT	$165,000	$33,000	100%	$33,000	3
J.Price International Truck	Goods	DPWT	$180,000	$36,000	100%	$36,000	3
AspenMed Services	Professional Services	OHR	$1,754,402	$350,880	100%	$350,880	3
AspenMed Services	Professional Services	OHR	$2,500,000	$500,000	100%	$500,000	3
CRW Parts, Inc.	Goods	DPWT	$450,000	$90,000	100%	$90,000	3
Wm R Hill & Company, Inc.	Goods	CORR	$200,000	$40,000	100%	$40,000	3
Washington Gas Energy	Goods	DPWT	$874,000	$174,800	100%	$174,800	3
A.S.& P Company, LLC	Nonprofessional Services	POL	$60,000	$12,000	88%	$10,500	5
O'Connell & Lawrence, Inc.	Professional Services	DPWT	$100,000	$20,000	100%	$20,000	3
Hanover Compression Limited	Goods	DPWT	$3,896,405	$779,281	70%	$545,497	5
ACRT, Inc.	Nonprofessional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Vulcan, Inc.	Goods	DPWT	$100,000	$20,000	100%	$20,000	3
The Joyce Agency	Goods	DPWT	$50,000	$10,000	100%	$10,000	3
911 ETC, Inc.	Professional Services	DTS	$170,000	$34,000	100%	$34,000	3
Monthly Total			**$10,746,657**	**$2,149,331**		**$1,912,432**	

September 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Chesapeake Ford Truck Sales	Goods	DPWT	$976,620	$195,324	100%	$195,324	3
F&F&A Jacobs & Sons, Inc.	Goods	FRS	$510,211	$102,042	100%	$102,042	3
Corbett Technology Solutions	Nonprofessional Services	DPWT	$375,000	$75,000	100%	$75,000	3
3M Corporaton	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
RICOH Corporation	Goods	PRO	$5,363,642	$1,072,728	100%	$1,072,728	3
Charles P. Johnson	Professional Services	DPWT	$86,820	$17,364	100%	$17,364	3
Potomac Valley Brick	Goods	HCA	$114,900	$22,980	100%	$22,980	3
Green Gifford, Inc.	Goods	DPWT	$410,000	$82,000	100%	$82,000	3
Kerr Consulting LLC	Professional Services	DPWT	$300,000	$60,000	100%	$60,000	3
Burns International	Nonprofessional Services	DPWT	$1,030,355	$206,071	100%	$206,071	5
Hertrich Fleet Services	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Sysco Food Services	Goods	CORR	$300,000	$60,000	100%	$60,000	3
Whelen Engineering Company	Professional Services	DPWT	$450,000	$90,000	100%	$90,000	3
Digital Receiver Technology	Professional Services	POL	$625,000	$125,000	100%	$125,000	3
General Sales Administration	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
Michael B Kaiser	Professional Services	CORR	$128,400	$25,680	100%	$25,680	3
Aquatomic Products	Nonprofessional Services	DPWT	$30,000	$6,000	100%	$6,000	3
WACO, Inc.	Professional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Long Fence Company	Nonprofessional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Monthly Total			**$11,650,948**	**$2,330,189**		**$2,330,189**	

October 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Electric Advantage, Inc.	Nonprofessional Services	DPWT	$350,000	$70,000	50%	$35,000	5
Altec Industries, Inc.	Goods	DPWT	$120,000	$24,000	100%	$24,000	3
Best Battery, Company, Inc.	Goods	DPWT	$225,000	$45,000	100%	$45,000	3
Thermo King of Maryland	Goods	DPWT	$180,000	$36,000	50%	$18,000	5
Complete Building Services	Nonprofessional Services	DPWT	$255,500	$51,100	75%	$38,325	5
Vehicare Corporation	Goods	DPWT	$645,000	$129,000	100%	$129,000	3
Facility Dynamics Engineering	Professional Services	DPWT	$132,000	$26,400	50%	$13,200	5
Chesapeake Logistics, LLC	Nonprofessional Services	HHS	$35,000	$7,000	100%	$7,000	3
Lason, Inc.	Nonprofessional Services	DTS	$83,618	$16,724	100%	$16,724	3
Madison Mechanical, Inc.	Nonprofessional Services	DPWT	$188,077	$37,615	100%	$37,615	3
Altec Industries, Inc.	Goods	DPWT	$71,000	$14,200	100%	$14,200	3
Tishman Construction	Professional Services	DPWT	$91,660	$18,332	100%	$18,332	3
Hatchik Supply	Goods	REC	$96,000	$19,200	100%	$19,200	3
National Captioning Institute	Professional Services	DTS	$75,000	$15,000	100%	$15,000	3
Metropolitan Rolling Door, Inc	Goods	DPWT	$105,600	$21,120	100%	$21,120	3
Zavos Architecture & Design	Professional Services	DPWT	$250,000	$50,000	85%	$42,500	5
A-Annandale, Inc.	Nonprofessional Services	DPWT	$306,944	$61,389	100%	$61,389	3
HMF Paving Contractors, Inc.	Construction	DPWT	$663,125	$132,625	65%	$86,206	5
Johnson & Towers, Inc.	Nonprofessional Services	DPWT	$50,000	$10,000	50%	$5,000	5
Charles P. Johnson	Professional Services	DEP	$189,530	$37,906	100%	$37,906	3
F&F&A Jacobs & Sons, Inc.	Goods	POL	$240,000	$48,000	100%	$48,000	3
Monthly Total			**$4,353,054**	**$870,611**		**$732,717**	

November 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Dade Behring, Inc.	Goods	HHS	$1,000,000	$200,000	100%	$200,000	3
Allsafe Fire Equipment	Goods	FRS	$280,000	$56,000	100%	$56,000	3
Xerox, Corp.	Goods	DTS	$123,624	$24,725	100%	$24,725	3
Electric Advantage, Inc.	Nonprofessional Services	DPWT	$400,000	$80,000	50%	$40,000	5
Bobcat Company	Goods	DPWT	$130,000	$26,000	100%	$26,000	3
Swarco Industries, Inc.	Goods	DPWT	$73,800	$14,760	100%	$14,760	3
Haines & Company Inc.	Goods	POL	$87,230	$17,446	100%	$17,446	3
Norris Ford	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Montgomery Aviation, LTD	Goods	DPWT	$420,000	$84,000	100%	$84,000	3
Safety League, Inc.	Goods	POL	$40,395	$8,079	100%	$8,079	3
Lawmen Supply Company	Goods	POL	$587,472	$117,494	100%	$117,494	3
Ray King Studio, LTD	Professional Services	REC	$75,000	$15,000	100%	$15,000	3
Knoll, Inc.	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
Century Ford	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Century Ford	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Vernon E Stup Company	Nonprofessional Services	DPWT	$210,000	$42,000	100%	$42,000	3
Walker Parking Consultants	Professional Services	DPWT	$494,807	$98,961	100%	$98,961	3
Criswell Chevrolet	Goods	DPWT	$1,500,000	$300,000	100%	$300,000	3
Criswell Chevrolet	Goods	DPWT	$1,500,000	$300,000	100%	$300,000	3
CSV Sales	Goods	CORR	$50,000	$10,000	100%	$10,000	3
Extra Clean Services, Inc.	Nonprofessional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Urban Ventures, Inc	Professional Services	HCA	$160,000	$32,000	100%	$32,000	3
Patriot Contracting, LLC	Nonprofessional Services	DPWT	$210,038	$42,008	85%	$35,707	5
Monthly Total			**$8,442,366**	**$1,688,473**		**$1,642,172**	

December 2003 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Valley Crest Landscape	Professional Services	DPWT	$488,000	$97,600	70%	$68,320	5
Apex Environmental, Inc.	Goods	DPWT	$700,000	$140,000	100%	$140,000	3
Sherwin Williams Company	Goods	DPWT	$320,063	$64,013	100%	$64,013	3
Cigna Healthcare	Professional Services	OHR	$300,000	$60,000	100%	$60,000	3
National Vision Administrators	Professional Services	OHR	$575,000	$115,000	100%	$115,000	3
Avanco International, Inc.	Professional Services	DPWT	$112,500	$22,500	100%	$22,500	3
LaserCraft, Inc.	Nonprofessional Services	POL	$3,400,000	$680,000	50%	$340,000	5
O'Connell & Lawrence, Inc.	Professional Services	DPWT	$800,000	$160,000	88%	$140,000	5
Concrete General, Inc.	Construction	DPWT	$1,460,614	$292,123	20%	$57,664	5
Kaiser Foundation Health	Professional Services	OHR	$45,000,000	$9,000,000	73%	$6,547,500	5
Truck & Trailer Systems, Inc.	Goods	DPWT	$360,000	$72,000	5%	$3,600	5
Criswell Chevrolet	Goods	DPWT	$500,000	$100,000	100%	$100,000	3
Xerox Corporation	Professional Services	LIB	$844,726	$168,945	100%	$168,945	3
Cigna Healthcare	Professional Services	OHR	$9,300,000	$1,860,000	99%	$1,859,628	5
Prudential Group Insurance	Professional Services	OHR	$6,031,050	$1,206,210	99%	$1,201,210	5
Visionary Systems LTD	Professional Services	FRS	$92,953	$18,591	100%	$18,591	3
Pro-Gard Industries, LP	Goods	POL	$101,600	$20,320	100%	$20,320	3
Monthly Total			**$70,386,506**	**$14,077,302**		**$10,927,291**	

January 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Capital Fence & Deck, Inc.	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
The Danny Sivert Company	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Ross Contracting Inc.	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Norris Ford	Goods	DPWT	$1,900,000	$380,000	100%	$380,000	3
Rocal, Inc.	Goods	DPWT	$359,603	$71,921	100%	$71,921	3
Optimum Choice, Inc.	Professional Services	OHR	$100,000,000	$20,000,000	25%	$5,000,000	5
Criswell Chevrolet	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Teltronic, Inc.	Professional Services	DTS	$1,000,000	$200,000	90%	$180,000	5
Norris Ford	Goods	DPWT	$700,000	$140,000	100%	$140,000	3
Harland J. Shoemaker	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
3M Company	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
Quetel Corportion	Professional Services	POL	$88,500	$17,700	100%	$17,700	3
Langenscheudt Publishing	Professional Services	POL	$74,250	$14,850	100%	$14,850	3
Olney Gardens, Inc.	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Hertrich Fleet Services, Inc.	Goods	DPWT	$150,000	$30,000	100%	$30,000	3
VRS Company, Inc.	Nonprofessional Services	BOE	$98,000	$19,600	100%	$19,600	3
Pro-Gard Industries, LP	Goods	POL	$101,600	$20,320	100%	$20,320	3
Tishman Construction	Professional Services	DPWT	$241,503	$48,301	100%	$48,301	3
Excel Tree Expert Company	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Lamb Awards & Engraving	Goods	REC	$150,000	$30,000	100%	$30,000	3
Mimar Inc.	Goods	REC	$150,000	$30,000	100%	$30,000	3
Allogram, Inc.	Goods	REC	$150,000	$30,000	100%	$30,000	3
American Amplifier & TVC	Professional Services	Council	$119,047	$23,809	100%	$23,809	3
BearingPoint, Inc.	Professional Services	DTS	$4,137,204	$827,441	48%	$395,103	5
Hanover Compression	Professional Services	DPWT	$190,920	$38,184	70%	$26,729	5
Monthly Total			**$111,660,627**	**$22,332,126**		**$6,868,333**	

February 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Concrete General Inc.	Construction	DPWT	$1,048,632	$209,726	24%	$49,495	5
Weston Solutions, Inc.	Professional Services	DPWT	$3,200,000	$640,000	18%	$112,000	5
Indiana Printing & Publishing	Nonprofessional Services	REC	$100,000	$20,000	100%	$20,000	3
Orbital Sciences Corporation	Professional Services	DPWT	$175,000	$35,000	100%	$35,000	3
Sanford Shirt Company, Inc.	Goods	DPWT	$240,785	$48,157	100%	$48,157	3
Chemung Supply Corporation	Goods	DPWT	$193,617	$38,723	100%	$38,723	3
Taser International, Inc.	Goods	POL	$191,038	$38,208	100%	$38,208	3
Fitch & Company, Inc.	Nonprofessional Services	DPWT	$105,000	$21,000	100%	$21,000	3
Stertil Koni USA	Goods	DPWT	$42,000	$8,400	100%	$8,400	3
Moxley's Inc.	Goods	DPWT	$175,000	$35,000	100%	$35,000	3
Arch Wireless, Inc.	Nonprofessional Services	DTS	$600,000	$120,000	100%	$120,000	3
Criswell Chevrolet, Inc.	Goods	DPWT	$400,000	$80,000	100%	$80,000	3
Butler Tree Service	Nonprofessional Services	DPWT	$185,000	$37,000	100%	$37,000	3
Ellott & Frantz, Inc.	Goods	DPWT	$80,000	$16,000	100%	$16,000	3
Morgans, Inc.	Goods	DPWT	$208,400	$41,680	100%	$41,680	3
Grainger Industrial Supply	Goods	DPWT	$150,000	$30,000	100%	$30,000	3
Q.A. Group, LLC	Professional Services	POL	$119,617	$23,923	100%	$23,923	3
Truman Arnold Companies	Goods	DPWT	$14,400,000	$2,880,000	100%	$2,880,000	3
J.Price International Truck, Inc.	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
SCS Engineers	Professional Services	DSWS	$1,750,000	$350,000	50%	$175,000	5
Mansfield Oil Company	Goods	DPWT	$200,000	$40,000	80%	$32,000	5
Electric Advantage, Inc.	Nonprofessional Services	DPWT	$1,300,000	$260,000	50%	$130,000	5
Monthly Total			**$25,164,089**	**$5,032,817**		**$4,031,586**	

March 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Germantown Construction	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Lasting Impressions	Nonprofessional Services	GSC	$336,000	$67,200	100%	$67,200	3
Conexis	Professional Services	OHR	$155,000	$31,000	100%	$31,000	3
Eastern Pool Company, Inc.	Nonprofessional Services	DPWT	$40,000	$8,000	100%	$8,000	3
Vytek Public Safety	Professional Services	POL	$371,025	$74,205	100%	$74,205	3
Grinnell Fire Protection	Nonprofessional Services	DPWT	$125,000	$25,000	100%	$25,000	3
Voice Print International, Inc.	Professional Services	DTS	$114,096	$22,819	100%	$22,819	3
Enten & Associates, Inc.	Professional Services	CC	$30,000	$6,000	100%	$6,000	3
Med Eng Systems, Inc.	Goods	FRS	$300,000	$60,000	100%	$60,000	3
Systinc/Division of Ikon	Professional Services	DTS	$255,000	$51,000	100%	$51,000	3
Monthly Total			**$1,976,121**	**$395,224**		**$395,224**	

April 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Flint Trading, Inc.	Goods	DPWT	$150,000	$30,000	100%	$30,000	3
Vargis LLC	Professional Services	DTS	$95,328	$19,066	100%	$19,066	3
Avanco International, Inc.	Professional Services	DPWT	$35,000	$7,000	100%	$7,000	3
Chesapeake Ford Truck	Goods	DPWT	$150,000	$30,000	100%	$30,000	3
Maryland Industrial Trucks	Goods	DPWT	$200,000	$40,000	100%	$40,000	3
Xerox Corporation	Nonprofessional Services	DPWT	$20,591	$4,118	100%	$4,118	3
Schnindler Elevator Corp.	Nonprofessional Services	DPWT	$1,247,267	$249,453	100%	$249,453	3
Standard Fusee Corp.	Goods	POL	$180,000	$36,000	100%	$36,000	3
RGA, Inc.	Goods	DPWT	$147,000	$29,400	100%	$29,400	3
Advanced Public Safety, Inc.	Professional Services	POL	$313,000	$62,600	100%	$62,600	3
Monthly Total			**$2,538,186**	**$507,637**		**$507,637**	

May 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Vernon E. Stup Company	Goods	DPWT	$220,000	$44,000	100%	$44,000	3
Motorola, Inc.	Professional Services	DTS	$500,000	$100,000	100%	$100,000	3
JDG Associates, LTD	Professional Services	OHR	$300,000	$60,000	100%	$60,000	3
Acme Paper & Supply, Co	Goods	CORR	$400,000	$80,000	100%	$80,000	3
Gannett Fleming, Inc.	Professional Services	DPWT	$138,500	$27,100	100%	$27,100	3
G&C Gulf, Inc.	Nonprofessional Services	DPWT	$200,000	$40,000	100%	$40,000	3
SCS Engineers	Professional Services	DSWS	$1,750,000	$350,000	25%	$87,500	5
ASM Paving Company	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Edcor Safety	Goods	CORR	$150,000	$30,000	100%	$30,000	3
Garrison Enterprises, Inc.	Professional Services	HHS	$101,550	$20,310	100%	$20,310	3
The Myco Companies	Nonprofessional Services	DPWT	$150,000	$30,000	100%	$30,000	3
Chesapeake Supply	Goods	DPWT	$200,000	$40,000	100%	$40,000	3
Monthly Total			**$4,360,050**	**$871,410**		**$608,910**	

June 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Professional Products, Inc.	Goods	DTS	$106,496	$21,299	100%	$21,299	3
Pierce Manufacturing	Goods	FRS	$2,000,000	$400,000	100%	$400,000	3
Criswell Chevrolet, Inc.	Goods	DPWT	$210,000	$42,000	100%	$42,000	3
Chesapeake Ford Truck Sales	Goods	DPWT	$150,000	$30,000	100%	$30,000	3
Dairy Maid Dairy, Inc.	Goods	CORR	$40,000	$8,000	100%	$8,000	3
Caracal Enterprises, LLC	Goods	DPWT	$153,195	$30,639	100%	$30,639	3
Custom Truck & Body Works	Goods	DPWT	$120,000	$24,000	100%	$24,000	3
Traffic Lines, Inc.	Goods	DPWT	$223,425	$44,685	100%	$44,685	3
Rehrig Pacific Company	Goods	DPWT	$90,000	$18,000	100%	$18,000	3
CACI, Inc. - Federal	Nonprofessional Services	POL	$1,000,000	$200,000	25%	$50,000	5
CourtSmartDigital Systems	Goods	CC	$350,000	$70,000	100%	$70,000	3
Cellco Partnership	Professional Services	DTS	$400,000	$80,000	100%	$80,000	3
Advanced Audio Visual Sales	Goods	DTS	$68,244	$13,649	100%	$13,649	3
Fox Systems, Inc.	Professional Services	HHS	$375,000	$75,000	100%	$75,000	3
Vernon E. Stup Company	Goods	DPWT	$100,000	$20,000	100%	$20,000	3
Sterling Laundry Company	Nonprofessional Services	POL	$1,650,000	$330,000	100%	$330,000	3
SCS Engineers	Nonprofessional Services	DPWT	$8,000	$1,600	100%	$1,600	3
Chesapeake Systems, Inc.	Goods	DTS	$173,960	$34,792	100%	$34,792	3
Bettinger Farrell & Demme	Professional Services	DPWT	$85,000	$17,000	100%	$17,000	3
Chesapeake Ford Truck Sales	Goods	DPWT	$325,000	$65,000	100%	$65,000	3
O'Connell & Lawrence, Inc.	Professional Services	DPWT	$200,000	$40,000	100%	$40,000	3
ADT Security Services	Nonprofessional Services	CORR	$260,100	$52,020	100%	$52,020	3
Krueger International	Goods	DPWT	$76,252	$15,250	100%	$15,250	3

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June 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Parrott Materials Company	Goods	DPWT	$950,000	$190,000	100%	$190,000	3
Richard F. Kline, Inc.	Goods	DPWT	$950,000	$190,000	100%	$190,000	3
Frederick Asphalt Company	Goods	DPWT	$950,000	$190,000	100%	$190,000	3
F.O. Day Bituminous	Goods	DPWT	$950,000	$190,000	100%	$190,000	3
Rehrig Pacific Company	Goods	DPWT	$90,000	$18,000	100%	$18,000	3
Wheeled Coach Industries	Goods	FRS	$650,000	$130,000	100%	$130,000	3
West End Services	Nonprofessional Services	DPWT	$175,000	$35,000	100%	$35,000	3
WACO, Inc.	Nonprofessional Services	DPWT	$60,000	$12,000	100%	$12,000	3
Janek Corporation	Goods	DPWT	$240,000	$48,000	100%	$48,000	3
TREBOR Business	Professional Services	DLC	$450,000	$90,000	100%	$90,000	3
Class Sofware Solutions, Inc.	Professional Services	REC	$304,530	$60,906	100%	$60,906	3
Kibart, Inc.	Goods	DTS	$173,960	$34,792	60%	$13,917	5
Dairy Maid Diary, Inc.	Goods	CORR	$300,000	$60,000	100%	$60,000	3
Serco Management Services	Nonprofessional Services	DPWT	$4,118,204	$823,641	40%	$329,457	5
Serco Management Services	Nonprofessional Services	DPWT	$1,520,000	$304,000	60%	$182,400	5
Amerigas	Goods	DPWT	$120,000	$24,000	100%	$24,000	3
Macro Corporation	Professional Services	DPWT	$85,000	$17,000	100%	$17,000	3
Posz, Inc.	Professional Services	HHS	$64,207	$12,841	100%	$12,841	3
Sungard Recovery Services	Professional Services	DTS	$225,000	$45,000	100%	$45,000	3
Lighting Maintenance Inc.	Nonprofessional Services	DPWT	$2,500,000	$500,000	100%	$500,000	3
Staikos Associates	Professional Services	DPWT	$161,000	$32,200	85%	$27,370	5

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June 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
LFG Specialties, LLC	Goods	DPWT	$286,395	$57,279	100%	$57,279	3
Maryland Fire Equipment Corp	Goods	FRS	$133,304	$26,661	100%	$26,661	3
Acme Paper Supply Company	Goods	DPWT	$100,000	$20,000	100%	$20,000	3
S&E Inc.	Goods	CORR	$50,000	$10,000	100%	$10,000	3
Maxim Healthcare Services	Professional Services	CORR	$60,000	$12,000	100%	$12,000	3
Gale Associates, Inc.	Professional Services	DPWT	$1,200,000	$240,000	90%	$216,000	5
Columbia Telecommunications	Professional Services	DTS	$3,000,000	$600,000	70%	$420,000	5
Caremark, Inc.	Professional Services	OHR	$1,200,000	$240,000	90%	$216,000	5
Orion Bus Industries	Goods	DPWT	$521,833	$104,367	100%	$104,367	3
Catherine R. Grubman	Professional Services	DTS	$100,000	$20,000	100%	$20,000	3
Monthly Total			**$29,853,105**	**$5,970,621**		**$4,951,132**	

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