MONTGOMERY COUNTY OFFICE OF PROCUREMENT

MINORITY, FEMALE, AND DISABLED PERSONS (MFD) PROGRAM

ANNUAL REPORT

FISCAL YEAR 2005

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

FISCAL YEAR 2005

The Montgomery County Office of Procurement is responsible for reporting annual minority, female, and disabled persons (MFD) procurement activity in accordance with Section 11B-23D of the Montgomery County Code, the Montgomery County Procurement Regulations.

Reporting data for four sections of the annual report include:

- MFD procurement participation;
- MFD participation by Request for Proposals (RFPs);
- MFD participation by selected departments;
  Those with procurements for professional services exceeding $1 million in the aggregate and/or procurements of any type exceeding $5 million in the aggregate;
- Exclusion of dollars not subject to MFD goals;
- Waivers; and
- MFD goal achievement by procurement category.

The contents of this FY 05 report provide statistical data as to contract dollar awards and utilization of minorities in the procurement process compared to the availability of minority businesses in the geographical statistical area from Baltimore to Washington D.C. The annual goals are established based on the availability of minority groups within each procurement category compared to the accomplishment of goals in the preceding fiscal year.

For FY 05, goals were established and met in all minority categories except for women or in professional and in nonprofessional services. Goals for Asian/Native Americans, women, and disabled persons were not achieved in nonprofessional services and goods. While there were no FY 05 goals for African American in professional services, nonprofessional services, goods. They were underutilized in construction; therefore, a goal for African Americans will be set for FY 05 in construction.

Although the MFD participation continues to progress in delivery of dollars and awards as well as vendor attitudes towards the procurement process, it is likely that the process for FY06 will have several structural changes as a result of the proposed Minority Disparity Study.

Since procurement activity is not constant and all procurement dollars are not subject to MFD participation, it is imperative that annually, the using departments with the Office of Procurement provide a strong commitment to the MFD program, not only through the procurement process, but also through departmentally authorized purchases. To increase minority interest and participation, the Office of Procurement updates its MFD database, provides seminars, and works with the Maryland Department of Transportation and the Council of Governments (COG) to combine fields of interest. The Office of Procurement and the Department of Economic Development coordinate outreach activities to small and minority businesses to enhance visibility, improve image, and provide opportunities.

Section I of the FY05 annual report includes the following:

- Comparison of MFD Contract Activity in FY04 and FY05;
- FY05 Contract Activity Summary by Procurement Category;
- FY05 Dollar Value to MFD Firms by Group;
- FY05 Utilization; and
- FY05 goals

There are a number of factors that may have had an adverse effect on the County's achieving the designated goal in all categories. These factors are based on analyzing, both qualitatively and quantitatively, information that result from gathering data, counseling sessions, procurement seminars, and reports. Considering the factors, the following can be attributed to procurement categories when minorities did not achieve the FY 05 designated goal.

Economic Conditions: Between 1990 and 2004 Montgomery County has grown 15.4%, which paces state and U.S. growth. In fact, 45% of Maryland's foreign-born population resides in Montgomery County. In FY04 the County faced severe revenue shortfalls related to downturns in the economy after a solid four years of growth. Despite the uncertainties of future revenues the tax base has increased as high levels of immigration continue. This increase in the minority population will impact the MFD program as demand for more goods, services and construction are created.

Database: Since FY02 the Office of Procurement has undertaken two mass mailings to vendors to request new applications be submitted. The application requires the vendor identify the goods/services or construction they provide. These goods, services or construction are coded according to the classification system of the National Institute of Governmental Purchasing (NIGP). This is the accepted coding system that is nationally recognized in procurement offices. Minority vendors have not met the NIGP commodity code update expectations. A substantial number of minority vendors failed to submit updated applications. Funds are needed to purge the database and establish an on-line MFD database that can be accessed and updated by the MFD firms. This on-line reporting will be beneficial to anyone needing MFD information inasmuch as the MFD data tends to be transient.

Certification of MFD Firms: In addition to the database change requiring firms to resubmit their vendor application, minority firms are required to be certified by any one of the following agencies:

- The Maryland Department of Transportation (MDOT);
- The Washington Metropolitan Area Transit Authority (WMATA); or
- The Small Business Administration (SBA) 8(a).

Many businesses report that the process of seeking MDOT certification is time consuming, and the WMATA application submission process cumbersome; it takes approximately six months to a year to receive certification and some firms are not organized to start the process.

Perception of Montgomery County: The perception of minority vendors is that the opportunities are limited and trying to get a contract is not available to minorities. This is a misconception perceived by the minority firm that may relate directly to the rules and regulations of the procurement process. The attitudes of contract administrators towards minority firms doing business or attempting to do business is often viewed by vendors as negative.

Recommendations:

- Increase outreach activities to African-American, women and disabled persons;
- Continue to request funds in the FY07 budget for outreach activity expenditures;
- Coordinate new activities with state and local jurisdictions;
- Partner with other local public procurement agencies to participate in fairs, seminars and conferences; and
- Continue to request funds in FY07 budget for an on-line MFD database.

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION I

MFD PROCUREMENT PARTICIPATION REPORT

FISCAL YEAR 2005

Comparison of MFD Contract Activity: FY 04 and FY 05

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 05	$393,288,743	$89,434,444	6,592	2,327	22.74%	35.30%
FY 04	$331,375,882	$69,220,213	6,451	2,128	20.89%	32.99%

*Awards subject to MFD goal.

MFD Contract Activity Summary By Procurement Category, FY 05

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	$157,551,313	$19,532,090	1,755	707	12.40%	40.28%
Nonprofessional Services	$107,255,400	$25,625,423	2,678	1000	23.89%	37.34%
Goods	$53,555,328	$8,016,763	1,908	428	14.97%	22.43%
Construction	$74,926,703	$36,260,168	251	192	48.39%	76.49%

*Awards subject to MFD goal.

Dollar Value to MFD Firms By Group, FY 05

Professional Services

Total Dollars Subject to Goal: $157,551,313 Total Actions: 1,755

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	$3,487,487	2.21%	105	5.98%	N/A
Hispanic American	$293,423	0.19%	15	.85%	N/A
Asian/Native American	$6,898,563	4.38%	444	25.30%	N/A
Female	$8,786,834	5.58%	139	7.92%	10.00%
Disabled	$65,783	0.04%	4	.23%	.75%
Total	$19,532,090	12.40%	707	40.28%	10.75%

*Goals subject to FY 05 utilization.

Nonprofessional Services

Total Dollars Subject to Goal: $107,255,400 Total Actions: 2,678

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	$8,484,743	7.91%	298	11.13%	N/A
Hispanic American	$6,753,333	6.30%	150	5.60%	N/A
Asian/Native American	$943,593	0.88%	339	12.66%	3.00%
Female	$9,370,193	8.74%	205	7.65%	12.00%
Disabled	$73,561	0.07%	8	0.30%	.75%
Total	$25,625,423	23.89%	1000	37.34%	15.75%

*Goals subject to FY 05 utilization.

Dollar Value to MFD Firms By Group, FY 05

Goods

Total Dollars Subject to Goal: $53,555,328 Total Actions: 1,908

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	$2,087,873	3.90%	162	8.49%	N/A
Hispanic American	$3,373,861	6.30%	16	.84%	N/A
Asian/Native American	$881,265	1.65%	106	5.56%	N/A
Female	$1,673,764	3.13%	144	7.55%	12.00%
Disabled	$0	0%	0	0%	.75%
Total	$8,016,763	14.97%	428	22.43%	12.75%

*Goals subject to FY 05 utilization.

Construction

Total Dollars Subject to Goal: $74,926,703 Total Actions: 251

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	$602,284	.80%	4	1.59%	3.00%
Hispanic American	$27,893,515	37.23%	84	33.47%	N/A
Asian/Native American	$3,810,109	5.09%	60	23.90%	N/A
Female	$3,954,260	5.28%	44	17.53%	10.00%
Disabled	$0	0%	0	0%	0.75%
Total	$36,260,168	48.39%	192	76.49%	10.75%

*Goals subject to FY 05 utilization.

FY '05 MFD UTILIZATION AND FY '06 GOALS

	Prime Contractor		Sub-contractor		Total		FY'05 Goals	County Utilization	FY'05 Availability	FY'05 Difference	FY'06 Goals
	A	B	A	B	A	B					
Professional Services			Subject to MFD procurement goal:		$ 157,551,313	1755					
African American	$ 2,841,962	51	$ 645,525	54	$ 3,487,487	105	N/A	2.21%	1.01%	1.20%	N/A
Hispanic American	$ 244,070	8	$ 49,354	7	$ 293,423	15	N/A	0.19%	0.29%	-0.10%	1.00%
Asian/Native American	$ 5,265,357	88	$ 1,633,206	356	$ 6,898,563	444	N/A	4.38%	0.83%	3.55%	N/A
Women	$ 7,371,504	73	$ 1,415,330	66	$ 8,786,834	139	10.00%	5.58%	9.63%	-4.05%	10.00%
Disabled	$ 65,783	4	$ -	0	$ 65,783	4	0.75%	0.04%	0.75%	-0.71%	0.75%
Sub total	$ 15,788,677	224	$ 3,743,414	483	$ 19,532,090	707		12.40%	12.51%	-0.11%	
Non-professional Services			Subject to MFD procurement goal:		$ 107,255,400	2678					
African American	$ 6,694,088	42	$ 1,790,656	256	$ 8,484,743	298	N/A	7.91%	2.90%	5.01%	N/A
Hispanic American	$ 5,505,446	117	$ 1,247,887	33	$ 6,753,333	150	N/A	6.30%	0.98%	5.32%	N/A
Asian/Native American	$ 19,311	3	$ 924,283	336	$ 943,593	339	3.00%	0.88%	2.83%	-1.95%	3.00%
Women	$ 6,141,171	99	$ 3,229,022	106	$ 9,370,193	205	12.00%	8.74%	11.94%	-3.20%	12.00%
Disabled	$ 73,561	8	$ -	0	$ 73,561	8	0.75%	0.07%	0.75%	-0.68%	0.75%
Sub total	$ 18,433,577	269	$ 7,191,848	731	$ 25,625,423	1000		23.89%	19.40%	4.49%	
Goods			Subject to MFD procurement goal:		$ 53,555,328	1908					
African American	$ 13,340	5	$ 2,074,534	157	$ 2,087,873	162	N/A	3.90%	1.29%	2.61%	N/A
Hispanic American	$ 175,000	5	$ 3,198,862	11	$ 3,373,861	16	N/A	6.30%	0.57%	5.73%	N/A
Asian/Native American	$ 174,831	7	$ 706,434	99	$ 881,265	106	N/A	1.65%	3.86%	-2.21%	4.00%
Women	$ 1,364,375	82	$ 309,389	62	$ 1,673,764	144	12.00%	3.13%	11.09%	-7.96%	12.00%
Disabled	$ -	0	$ -	0	$ -	0	0.75%	0.00%	0.75%	-0.75%	0.75%
Sub total	$ 1,727,546	99	$ 6,289,219	329	$ 8,016,763	428		14.97%	17.56%	-2.59%	
Construction			Subject to MFD procurement goal:		$ 74,926,703	251					
African American	$ 417,929	3	$ 184,355	1	$ 602,284	4	3.00%	0.80%	2.23%	-1.43%	3.00%
Hispanic American	$ 27,867,292	76	$ 26,224	8	$ 27,893,515	84	N/A	37.23%	2.09%	35.14%	N/A
Asian/Native American	$ 3,789,139	57	$ 20,971	3	$ 3,810,109	60	N/A	5.09%	3.54%	1.55%	N/A
Women	$ 3,945,348	42	$ 8,913	2	$ 3,954,260	44	10.00%	5.28%	9.98%	-4.70%	10.00%
Disabled	$ -	0	$ -	0	$ -	0	0.75%	0.00%	0.75%	-0.75%	0.75%
Sub total	$ 36,019,707	178	$ 240,462	14	$ 36,260,168	192		48.39%	18.59%	29.80%	
			Total subject to MFD procurement goal:		$ 393,288,743	6592					
			Total MFD procurement:		$ 89,434,444	2,327		22.74%			

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 2005

Total Dollars and Percent Value of RFPs to Each MFD Group

Groups	Total Dollars	Percent of Dollars
African American	$27,401,656	18.86%
Hispanic American	$0	0%
Asian/Native American	$283,415	0.20%
Female	$23,664,308	16.29%
Disabled	$0	0%
Total Dollar Awards to MFD Firms	**$51,349,379**	**35.34%**
Total Dollar Awards to Non-MFD Firms	**$93,933,330**	**64.66%**
Total Dollar Value of RFP Awards	**$145,282,709**	**100.00%**

Number of Awards Made Under Each RFP to Each MFD Group

Groups	Number of Awards
African American	4
Hispanic American	0
Asian/Native American	3
Female	5
Disabled	0
Total Awards to MFD Firms	**12**
Total Awards to Non-MFD Firms	**35**
Total Awards	**47**

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

Groups	Number of Proposals	Percent of Proposals
Non-MFD	146	82.49%
African American	11	6.21%
Hispanic American	0	0.00%
Asian/Native American	10	5.65%
Female	10	5.65%
Disabled	0	0%
Total Number of Proposals	**177**	**100.00%**

FY 05 RFPs

Below is a summary of the MFD participation of 177 RFPs* issued by the Office of Procurement in FY 05. A detailed description of the frequency and dollar value of MFD participation is provided in the following pages.

Total Awards To MFD Firms	12
Total Awards to Non-MFD Firms	35
Total Awards	47
Total Dollar Value of RFPs	$145,282,709
Total Dollar Value of MFD Firms	$51,349,379
Total Dollar Value to Non-MFD Firms	$93,933,330
Percent of Dollars to MFD Firms	35.34%
Percent of Dollars to Non-MFD Firms	64.66%
Percent of Awards to MFD Firms	25.53%

*This page includes RFPs only, not IFBs.

SCHEDULE OF MFD PARTICIPATION BY RFP ACTIVITY FOR FY 05

FY 05 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 by MFD	$ Value by Group 1	2	3	4	5	6	7	% MFD Value	Total Contract Value
4648001029	3	3							0%	1							0%	750,000							0%	$750,000
4346000017	1	1							0%	1							0%	3,060,000							0%	$3,060,000
4321000031	2	1	1						50%	1							0%	300,000							0%	$300,000
4346000019	7	6					1		14%	1							0%	180,000							0%	$180,000
4424000012	5	5							0%	1							0%	260,100							0%	$260,100
4346000018	2	1					1		50%						1		100%						396,000		100%	$396,000
4474000185	1	1							0%	1							0%	1,125,000							0%	$1,125,000
4509000062AA	4	3	1						25%		1						100%		15,916,320						100%	$15,916,320
4509000064AA	5	4	1						20%		1						100%		10,920,336						100%	$10,920,336
4324000014AA	4	4							0%	1							0%	105,000							0%	$105,000
4506060074	4	4							0%	1							0%	823,600							0%	$823,600
4761000062AA	6	5							17%	1							0%	50,000							0%	$50,000
4331000120	12	11					1		8%	1							0%	126,934							0%	$126,934
4506040016AA	10	8	2						20%	1							0%	1,022,600							0%	$1,022,600
4508000052AA	4	4							0%	1							0%	84,770							0%	$84,770
4504520037AA	24	23			1				4%	1							0%	595,500							0%	$595,500
3346000027AA	5	5							0%	1							0%	100,000							0%	$100,000
3851000068	1	1			1				0%	1							0%	450,000							0%	$450,000
4645013034AA	2	2							0%	1							0%	252,000							0%	$252,000
4231000010	13	5	3		3		2		62%	1							0%	300,000							0%	$300,000
5473000001AA	1	1							0%	1							0%	92,018							0%	$92,018
5451000111AA	1	1							0%	1							0%	1,956,070							0%	$1,956,070
4506050110	3	1			1		1		67%				1				100%				107,790				100%	$107,790
5451000102AA	1						1		100%						1		100%						159,108		100%	$159,108
5451001036	2	2							0%	1							0%	80,298							0%	$80,298
5474000068AA	1						1		100%						1		100%						150,000		100%	$150,000
5451000114AA	2	2							0%	1							0%	181,440							0%	$181,440
5331000045AA	1	1							0%	1							0%	108,000							0%	$108,000
5504510046AA	5	5							0%	1							0%	17,500,000							0%	$17,500,000
5509000076AA	3	3							0%	1							0%	240,000							0%	$240,000
Subtotals: 30	**135**	**113**	**8**	**0**	**6**	**0**	**8**	**0**	**16%**	**24**	**2**	**0**	**1**	**0**	**3**	**0**	**20%**	**$29,743,330**	**$26,836,656**	**$0**	**$107,790**	**$0**	**$705,108**	**$0**	**48%**	**$57,392,884**

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 05

FY 05 MFD ANNUAL REPORT IN COMPLIANCE WITH MCG REGULATION 11B-61(7)

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 by MFD	Value by Group 1	2	3	4	5	6	7	% MFD Value	Total Contract Value
4508000071	3	3							0%	1							0%	48,000,000							0%	$48,000,000
5474000047AA	2	2							0%	1							0%	45,000							0%	$45,000
5324000010AA	1	1							0%	1							0%	150,000							0%	$150,000
5474000125AA	2	2							0%	1							0%	210,000							0%	$210,000
5504510055	10	7	1		2				30%	1	1						50%	300,000	300,000						50%	$600,000
5101000023AA	2	1	1						50%		1						100%		265,000						100%	$265,000
5509000120AA	5	4	1						20%	1							0%	12,110,000							0%	$12,110,000
5504510086	4	3			1				25%				1				100%				140,000				100%	$140,000
5642060037	2	1			1				50%				1				100%				35,625				0%	$35,625
5474000094AA	2	2							0%	1							0%	225,000							0%	$225,000
5321000015	5	5							0%	3							0%	2,700,000							0%	$2,700,000
5452000009	1	1							0%	1							0%	450,000							0%	$450,000
5321000015	2	1					1		50%						1		100%						20,000,000		100%	$20,000,000
5351000043AA	1						1		100%						1		100%						2,959,200		100%	$2,959,200
Subtotals: 14	**42**	**33**	**3**	**0**	**4**	**0**	**2**	**0**	**21%**	**11**	**2**	**0**	**2**	**0**	**2**	**0**	**35%**	**$64,190,000**	**$565,000**	**$0**	**$175,625**	**$0**	**$22,959,200**	**$0**	**27%**	**$87,889,825**
Totals: 44	**177**	**146**	**11**	**0**	**10**	**0**	**10**	**0**	**18%**	**35**	**4**	**0**	**3**	**0**	**5**	**0**	**26%**	**$93,933,330**	**$27,401,656**	**$0**	**$283,415**	**$0**	**$23,664,308**	**$0**	**35%**	**$145,282,709**

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 2005

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 2005
Department of Fire and Rescue Services

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	22	$730,285		
African American	2	$30,000	9.09%	4.11%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	4	$105,236	18.18%	9.63%
Total MFD	6	$135,236	27.27%	18.52%
Nonprofessional Services				
Subject to MFD	49	$353,175		
African American	1	$3,666	2.04%	1.04%
Hispanic American	2	$3,000	4.08%	.85%
Asian/Native American	0	$0	0%	0%
Female	1	$10,000	2.04%	2.83%
Total MFD	4	$16,666	8.16%	4.72%
Goods				
Subject to MFD	147	$4,104,617		
African American	11	$33,461	7.48%	.82%
Hispanic American	1	$1,307	.68%	.03%
Asian/Native American	1	$552	.68%	.01%
Female	6	$34,061	4.08%	.83%
Total MFD	19	$69,381	12.93%	1.69%
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 2005
Department of Police

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	36	$1,125,727		
African American	2	$32,000	5.56%	2.84%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	7	$76,276	19.44%	6.78%
Total MFD	9	$108,276	25.00%	9.62%
Nonprofessional Services				
Subject to MFD	48	$1,727,103		
African American	2	$63,334	4.17%	3.67%
Hispanic American	1	$30,000	2.08%	1.74%
Asian/Native American	0	$0	0%	0%
Female	1	$80	2.08%	0%
Total MFD	4	$93,414	8.33%	5.41%
Goods				
Subject to MFD	55	$1,330,334		
African American	2	$4,387	3.64%	.33%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$48,980	3.64%	3.68%
Female	4	$29,914	7.27%	2.25%
Total MFD	8	$83,281	14.55%	6.26%
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 2005
Department of Liquor Control

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	7	$7,200,738		
African American	2	$70,000	28.57%	.97%
Hispanic American	0	$0	0%	0%
Asian/Native American	1	$2,575	14.29%	.04%
Female	0	$0	0%	0%
Total MFD	3	$72,575	42.86%	1.01%
Nonprofessional Services				
Subject to MFD	28	$1,650,127		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	2	$50,720	7.14%	3.07%
Total MFD	2	$50,720	7.14%	3.07%
Goods				
Subject to MFD	13	$346,139		
African American	0	$0	0%	0%
Hispanic American	0	$0	0%	0%
Asian/Native American	1	$300	7.69%	.09%
Female	2	$27,519	15.38%	7.95%
Total MFD	3	$27,819	23.08%	8.04%
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 2005
Office of Human Resources

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	125	$69,537,397		
African American	9	$89,961	7.20%	0.13%
Hispanic American	0	$0	0%	0%
Asian/Native American	5	$514,867	4.00%	0.74%
Female	2	$752	1.60%	0%
Total MFD	16	$605,580	12.80%`	0.87%
Nonprofessional Services				
Subject to MFD	28	$2,403,324		
African American	5	$125,704	17.86%	5.23%
Hispanic American	4	$932,784	14.29%	38.81%
Asian/Native American	4	$587	14.29%	0.02%
Female	5	$630,106	17.86%	26.22%
Total MFD	18	$1,689,181	64.29%	70.29%
Goods				
Subject to MFD	9	$3,147,057		
African American	1	$13,750	11.11%	0.44%
Hispanic American	4	$3,109,280	44.44%	98.80%
Asian/Native American	1	$11,000	11.110%	0.35%
Female	1	$11,000	11.110%	0.35%
Total MFD	7	$3,145,030	77.78%	99.94%
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 2005
Department of Technology Services

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	181	$15,552,159		
African American	23	$240,386	12.71%	1.55%
Hispanic American	0	$0	0%	0%
Asian/Native American	48	$1,525,255	26.52%	9.81%
Female	9	$516,709	4.97%	3.32%
Total MFD	80	$2,282,350	44.20%	14.68%
Nonprofessional Services				
Subject to MFD	386	$4,731,741		
African American	166	$460,472	43.01%	9.73%
Hispanic American	0	$0	0%	0%
Asian/Native American	16	$76,236	4.15%	1.61%
Female	3	$121,078	0.78%	2.56%
Total MFD	185	$657,786	47.93%	13.90%
Goods				
Subject to MFD	191	$5,245,654		
African American	11	$115,491	5.76%	2.20%
Hispanic American	0	$0	0%	0%
Asian/Native American	20	$158,072	10.47%	3.01%
Female	8	$35,509	4.19%	0.68%
Total MFD	39	$309,072	20.42%	5.89%
Construction				
Subject to MFD	1	$56,250		
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 2005
Department of Libraries

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	13	$313,165		
African American	1	$2,006	7.69%	.64%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Disabled	3	$49,283	23.08%	15.74%
Total MFD	4	$51,289	30.77%	16.38%
Nonprofessional Services				
Subject to MFD	12	$141,063		
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	81	$5,936,569		
African American	1	$678	1.23%	.01%
Hispanic American	0	$0	0%	0%
Asian/Native American	2	$123,000	2.47%	2.07%
Female	1	$1,554	1.23%	.03%
Total MFD	4	$125,232	4.94%	2.11%

Departmental MFD Participation
Fiscal Year 2005
Department of Finance

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	65	$9,513,430		
African American	10	$57,537	15.38%	.60%
Hispanic American	0	$0	0%	0%
Asian/Native American	1	$210	1.54%	0%
Female	10	$4,613,189	15.38%	48.49%
Total MFD	21	$4,670,936	32.31%	49.10%
Nonprofessional Services				
Subject to MFD	12	$138,104		
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	3	$700		
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 2005
Department of Health and Human Services

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	394	$16,494,635		
African American	13	$2,104,601	3.30%	12.76%
Hispanic American	6	$229,970	1.52%	1.39%
Asian/Native American	36	$2,136,528	9.14%	12.95%
Female	9	$204,426	2.28%	1.24%
Disabled Persons	0	$0	0%	0%
Total MFD	64	$4,675,525	16.24%	28.35%
Nonprofessional Services				
Subject to MFD	46	$897,577		
African American	3	$20,892	6.52%	2.33%
Hispanic American	0	$0	0%	0%
Asian/Native American	0	$0	0%	0%
Female	4	$3,639	8.70%	.41%
Total MFD	7	$24,531	15.22%	2.73%
Goods				
Subject to MFD	128	$889,589		
African American	24	$10,464	18.75%	1.18%
Hispanic American	0	$0	0%	0%
Asian/Native American	4	$16,633	3.13%	1.87%
Female	11	$47,940	8.59%	5.39%
Total MFD	39	$75,037	30.47%	8.44%
Construction				
Subject to MFD	1	$140		
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 2005
Department of Corrections

	Total Actions	Total Awards	% of Actions to MFD Firms	% of Awards to MFD Firms
Professional Services				
Subject to MFD	79	$2,659,497		
African American	4	$300,748	5.06%	11.31%
Hispanic American	2	$14,100	2.53%	.53%
Asian/Native American	0	$0	0%	0%
Female	11	$132,860	13.92%	5.00%
Total MFD	17	$447,708	21.52%	16.83%
Nonprofessional Services				
Subject to MFD	64	$483,634		
African American	0	$0	0%	0%
Hispanic American	1	$5,000	1.56%	1.03%
Asian/Native American	0	$0	0%	0%
Female	1	$200	1.56%	.04%
Total MFD	2	$5,200	3.13%	1.08%
Goods				
Subject to MFD	40	$503,291		
African American	1	$48	2.50%	.01%
Hispanic American	0	$0	0%	0%
Asian/Native American	1	$354	2.50%	.07%
Female	0	$0	0%	0%
Total MFD	2	$402	5.00%	.08%
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 2005
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	404	$28,241,152		
African American	25	$216,851	6.19%	.77%
Hispanic American	7	$49,353	1.73%	.17%
Asian/Native American	42	$1,967,108	10.40%	6.97%
Female	67	$2,780,490	16.58%	9.85%
Disabled	1	$16,500	.25%	.06%
Total MFD	142	$5,030,302	35.15%	17.81%
Nonprofessional Services				
Subject to MFD	1375	$88,774,856		
African American	117	$7,762,906	8.51%	8.74%
Hispanic American	133	$5,536,741	9.67%	6.24%
Asian/Native American	16	$161,356	1.16%	.18%
Female	177	$7,182,866	12.87%	8.09%
Disabled Persons	8	$73,561	.58 %	.08%
Total MFD	451	$20,717,430	32.80%	23.34%
Goods				
Subject to MFD	711	$25,725,999		
African American	96	$1,853,011	13.50%	7.20%
Hispanic American	10	$262,750	1.41%	1.02%
Asian/Native American	68	$507,821	9.56%	1.97%
Female	98	$1,445,022	13.78%	5.62%
Total MFD	272	$4,068,604	38.26%	15.82%
Construction				
Subject to MFD	235	$73,983,579		
African American	4	$602,284	1.70%	.81%
Hispanic American	83	$27,333,520	35.32%	36.95%
Asian/Native American	52	$3,571,787	22.13%	4.83%
Female	43	$3,864,253	18.30%	5.22%
Total MFD	182	$35,371,844	77.45%	47.81%

MONTGOMERY COUNTY OFFICE OF PROCUREMENT

SECTION IV

MFD EXCLUSIONS AND WAIVERS

FISCAL YEAR 2005

Procurements Excluded From Goal : FY 05

1. **Exclusion By Regulations:**

The total dollar value of all procurement transactions in FY 05 which by regulation were not subject to the minority business goals were:

Category of Procurement	Dollar Value
Grants	$42,350,110
Public Entities	$54,429,735
Total	$96,779,845

2. **Exclusion By Waiver:**

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was $71,862,057.

The total dollar value of all original formal or informal procurements in FY 05 which was valued at $5,000 for agency direct purchase is not included in our centralized procurement data reporting system. For example, it does not include agency direct purchases, petty cash procurements, or requisitions to the school board (MCPS) warehouse.

MFD Compliance Waiver Summary – FY 05

A.	Total Value Subject to MFD Goals	$393,288,743
B.	Total MFD Dollars Waived	$71,862,057
C.	Total Dollar Value of MFD Awards	$89,434,444
D.	Total Number of MFD Awards	2,327
E.	Waiver Actions (Partial and Full) Partial: 32 Full: 186	218
F.	Percent of Contract Dollars Waived (B Divided by A)	18.27%
G.	Percent of Total Dollars to MFDs (C Divided by A)	22.74%

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 03 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 05 MFD Waivers, For Profit, Full and Partial, By Month and Reason

Month	Reason For Waiver					Total Waivers
	1	2	3	4	5	
July, 2004	0	0	14	0	1	15
August, 2004	0	0	8	0	3	11
September, 2004	0	0	8	0	3	11
October, 2004	0	0	5	0	2	7
November, 2004	0	0	13	0	0	13
December, 2004	3	0	16	0	9	28
January, 2005	0	0	12	0	2	14
February, 2005	0	0	18	0	5	23
March, 2005	1	0	16	0	2	19
April, 2005	3	1	16	0	1	21
May, 2005	0	0	14	0	2	16
June, 2005	0	0	38	0	2	40
Totals:	**7**	**1**	**178**	**0**	**32**	**218**
Total Value of Waivers:	**$4,097,333**	**$120,000**	**$11,178,170**	**$0**	**$56,466,554**	**$71,862,057**

July 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Jorge Srabstein, MD	Professional Services	HHS	$459,618	$91,924	100%	$91,924	3
Marylou Jimenez, MD	Professional Services	HHS	$850,000	$170,000	100%	$170,000	3
Sander Genser, MD	Professional Services	HHS	$491,825	$98,365	100%	$98,365	3
G2 Media	Professional Services	DTS	$100,000	$20,000	100%	$20,000	3
Juice Company, Inc.	Goods	CORR	$40,000	$8,000	100%	$8,000	3
Daycon Products	Goods	DPWT	$50,000	$10,000	100%	$10,000	3
Schmidt Baking Company	Goods	CORR	$81,000	$16,200	100%	$16,200	3
Lancaster Foods, Inc.	Goods	CORR	$100,000	$20,000	100%	$20,000	3
Static Power Conversion	Professional Services	DPWT	$210,000	$42,000	100%	$42,000	3
Physicians Sales & Service	Professional Services	CORR	$180,000	$36,000	100%	$36,000	3
District Service Printers, Inc.	Nonprofessional Services	DPWT	$248,280	$49,656	100%	$49,656	3
Marlow Sports, Inc.	Goods	FRS	$103,659	$20,732	100%	$20,732	3
Anclote Fire & Safety Inc.	Goods	FRS	$113,250	$22,650	100%	$22,650	3
Harley Davidson Motorcycles	Goods	POL	$300,000	$60,000	100%	$60,000	3
Concrete Protection	Construction	DPWT	$2,973,475	$594,695	54%	$321,135	5
Monthly Total			**$6,301,107**	**$1,260,222**		**$986,662**	

August 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Hanover Uniform Company	Goods	DPWT	$405,000	$81,000	100%	$81,000	3
Physicians Sales & Service	Goods	CORR	$300,000	$60,000	100%	$60,000	3
Philip R. Lamb & Company	Professional Services	DPWT	$85,120	$17,024	100%	$17,024	3
Insurance Buyers Council	Professional Services	FIN	$105,000	$21,000	100%	$21,000	3
SCS Engineers	Professional Services	DPWT	$24,000	$4,800	100%	$4,800	3
Leadtec Services, Inc.	Professional Services	HCA	$150,000	$30,000	100%	$30,000	3
Pressure Concrete, Inc.	Nonprofessional Services	DPWT	$300,000	$60,000	75%	$45,000	5
Hamilton Uniforms	Goods	CORR	$92,000	$18,400	100%	$18,400	3
Clifton Gunderson LLP	Professional Services	FIN	$300,000	$60,000	50%	$30,000	5
Cellco Partnership/Verizon	Professional Services	DTS	$42,000	$8,400	100%	$8,400	3
Charles P. Johnson	Professional Services	DPWT	$186,488	$37,298	44%	$16,225	5
Monthly Total			**$1,989,608**	**$397,922**		**$331,849**	

September 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Minnesota, Mining & Mfg.	Goods	LIB	$32,647	$6,529	100%	$6,529	3
CSV Sales	Goods	CORR	$400,000	$80,000	100%	$80,000	3
Francis O. Day Company, Inc.	Nonprofessional Services	DPWT	$14,247,097	$2,849,419	98%	$2,787,302	5
SCS Engineers	Professional Services	DPWT	$24,000	$4,800	100%	$4,800	3
ACRT, Inc.	Professional Services	DPWT	$60,000	$12,000	100%	$12,000	3
Stertil-Koni USA	Goods	DPWT	$75,000	$15,000	100%	$15,000	3
The Joyce Agency	Goods	DPWT	$62,000	$12,400	100%	$12,400	3
Sysco Food Services	Goods	CORR	$72,500	$14,500	100%	$14,500	3
National Captioning Institute	Professional Services	DTS	$260,000	$52,000	100%	$52,000	3
MVM, Inc.	Nonprofessional Services	DPWT	$3,449,516	$689,903	99%	$689,420	5
Cellco Partnership	Professional Services	DTS	$72,000	$14,400	75%	$10,800	5
Monthly Total			**$18,754,760**	**$3,750,951**		**$3,684,751**	

October 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
United Rentals	Goods	DPWT	$200,000	$40,000	100%	$40,000	3
Eastern Salt Company, Inc.	Goods	DPWT	$2,000,000	$200,000	50%	$200,000	5
CRW Parts, Inc.	Goods	DPWT	$1,200,000	$240,000	100%	$240,000	3
CIGNA Healthcare	Professional Services	OHR	$48,579,349	$9,715,870	100%	$9,713,927	5
George J. Petronis	Goods	POL	$1,926,505	$385,301	100%	$385,301	3
Xerox Corporation	Nonprofessional Services	DPWT	$79,176	$15,835	100%	$15,835	3
Century Disposal, Inc.	Nonprofessional Services	HHS	$120,000	$24,000	100%	$24,000	3
Monthly Total			**$54,105,030**	**$10,621,006**		**$10,619,063**	

November 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Sirchie Finger Print Labs, Inc.	Professional Services	POL	$88,000	$17,600	100%	$17,600	3
Robert Todd	Professional Services	DPI	$179,868	$35,974	100%	$35,974	3
Johnson & Towers Inc.	Goods	DPWT	$2,250,000	$450,000	100%	$450,000	3
Washington Gas Energy	Goods	DPWT	$1,500,000	$300,000	100%	$300,000	3
Lawmen Supply Company	Goods	POL	$622,798	$124,560	100%	$124,560	3
Safety League Inc.	Goods	POL	$157,581	$31,516	100%	$31,516	3
O'Connell & Lawrence, Inc.	Professional Services	DPWT	$1,800,000	$360,000	100%	$360,000	3
Vehicare Corporation	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
J.Price International Truck, Inc.	Goods	DPWT	$700,000	$140,000	100%	$140,000	3
Municipal Emergency Services	Goods	FRS	$2,000,000	$400,000	100%	$400,000	3
Long Fence Company	Nonprofessional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Criswell Chevrolet Inc.	Goods	DPWT	$500,000	$100,000	100%	$100,000	3
Knoll, Inc.	Goods	DPWT	$600,000	$120,000	100%	$120,000	3
Monthly Total			**$10,698,247**	**$2,139,650**		**$2,139,650**	

December 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
McDonnell Landscape, Inc.	Nonprofessional Services	DPWT	$1,569,060	$313,812	90%	$282,431	5
Miller Brothers Ford	Goods	DPWT	$1,500,000	$300,000	100%	$300,000	3
Chesapeake Ford Turck Sales	Goods	DPWT	$1,145,496	$229,099	100%	$229,099	3
National Vision Administrators	Professional Services	OHR	$626,200	$125,240	100%	$125,240	1
CN Robinson Lighting Supply	Goods	DPWT	$146,000	$29,200	100%	$29,200	3
Citi Roof Corporation	Nonprofessional Services	DPWT	$97,622	$19,524	40%	$7,809	5
Cingular Wireless L.L.C.	Professional Services	DPWT	$400,000	$80,000	100%	$80,000	3
Western Star Trucks	Goods	FRS	$250,000	$50,000	100%	$50,000	3
S&S Auto Performance, Inc.	Goods	DPWT	$300,000	$60,000	100%	$60,000	1
J&K Contracting	Construction	DPWT	$82,000	$16,400	25%	$4,100	5
James F. Knott Construction	Construction	REC	$750,000	$150,000	95%	$142,500	5
Damascus Enterprises, Inc.	Nonprofessional Services	DPWT	$155,000	$31,000	95%	$29,450	5
Prudential Insurance Co.	Professional Services	OHR	$700,000	$140,000	96%	$135,000	5
Prudential Insurance Co.	Professional Services	OHR	$6,000,000	$1,200,000	100%	$1,195,000	5
Kaiser Foundation Health	Professional Services	OHR	$9,350,000	$1,870,000	25%	$467,500	5
Connecticut General Life	Professional Services	OHR	$48,579,349	$9,715,870	99%	$9,713,927	5
Tishman Construction Corp.	Construction	DPWT	$285,390	$57,078	100%	$57,078	3
URS Corporation	Professional Services	DPWT	$286,000	$57,200	100%	$57,200	3
Connecticut General Life	Professional Services	OHR	$95,000	$19,000	100%	$19,000	1

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December 2004 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Daycon Products Company	Goods	DPWT	$117,278	$23,456	100%	$23,456	3
Moxley Welding & Machine	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
FlexAmerica, Inc.	Professional Services	OHR	$36,000	$7,200	100%	$7,200	3
Gaithersburg Equipment	Nonprofessional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Metropolitan Rolling Door, Inc	Nonprofessional Services	DPWT	$344,550	$68,910	100%	$68,910	3
Kuhlman Lawn Services	Nonprofessional Services	DPWT	$160,000	$32,000	100%	$32,000	3
Old Dominion Brush Company	Goods	DPWT	$120,000	$24,000	100%	$24,000	3
Sherman Supersonic Industries	Goods	DPWT	$200,000	$40,000	100%	$40,000	3
Virginia Truck Center	Goods	DPWT	$90,000	$18,000	100%	$18,000	3
Monthly Total			**$73,734,945**	**$14,746,989**		**$13,268,100**	

January 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
CareFirst Blue Cross	Professional Services	OHR	$150,000,000	$30,000,000	98%	$29,306,139	5
Promega Corporation	Goods	POL	$135,000	$27,000	100%	$27,000	3
Kustom Signals, Inc.	Goods	POL	$34,178	$6,836	100%	$6,836	3
Laake Enterprises	Nonprofessional Services	FRS	$75,000	$15,000	100%	$15,000	3
F&F&A Jacobs & Sons	Goods	POL	$266,200	$53,240	100%	$53,240	3
Vaction Landscapes, Inc.	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	3
Chemedge	Goods	DPWT	$265,000	$52,000	100%	$52,000	3
Tri-Con USA, Inc.	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Hanover Uniform Company	Goods	DPWT	$269,872	$53,974	100%	$53,974	3
Fry Communications, Inc.	Nonprofessional Services	REC	$113,309	$22,662	100%	$22,662	3
Buchart Horn, Inc.	Professional Services	DPWT	$61,585	$12,317	22%	$2,728	5
Excel Tree Expert Company	Nonprofessional Services	DPWT	$140,000	$28,000	100%	$28,000	3
Douron Inc	Goods	DPWT	$86,692	$17,338	100%	$17,338	3
SCL A-1 Plastics LTD.	Goods	DPWT	$240,000	$48,000	100%	$48,000	3
Monthly Total			**$152,186,836**	**$30,436,367**		**$29,732,917**	

February 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Hughes Group Architects, Inc.	Professional Services	DPWT	$50,000	$10,000	100%	$10,000	3
Roger M. Stone, M.D.	Professional Services	FRS	$180,000	$36,000	100%	$36,000	3
Charles Kennerly Company	Professional Services	FRS	$159,600	$31,920	100%	$31,920	3
Alban Tractor Company	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
National Nurses Service	Professional Services	CORR	$180,000	$36,000	100%	$36,000	3
AMX International	Professional Services	DTS	$2,000,000	$400,000	50%	$200,000	5
Old Dominion Brush Company	Goods	DPWT	$70,000	$14,000	100%	$14,000	3
Elliott & Frantz, Inc.	Goods	DPWT	$400,000	$80,000	100%	$80,000	3
Rehrig Pacific Company	Goods	DPWT	$2,318,239	$463,648	88%	$408,010	5
Maryland Fire Equipment Corp	Goods	FRS	$40,000	$8,000	100%	$8,000	3
Connective Energy Supply	Goods	DPWT	$185,000	$37,000	100%	$37,000	3
Rels Trucking LLC	Goods	DPWT	$175,000	$35,000	100%	$35,000	3
SpaceSavers Corp.	Goods	DPWT	$225,135	$45,027	100%	$45,027	3
Complete Building Services	Nonprofessional Services	DPWT	$67,956	$13,591	75%	$10,193	5
Frank Parson Paper Company	Goods	DPWT	$125,000	$25,000	100%	$25,000	3
Air Cleaning Technologies	Goods	DPWT	$147,536	$29,507	100%	$29,507	3
Maryland Fire Equipment Corp	Goods	FRS	$62,000	$12,400	100%	$12,400	3
DMS International, Inc.	Professional Services	DPWT	$300,000	$60,000	25%	$15,000	5
Loss Control Innovations	Professional Services	FIN	$150,000	$30,000	100%	$30,000	3
Team Safety Apparel	Goods	CORR	$209,400	$41,880	100%	$41,880	3
Charles Silverman	Professional Services	OCA	$80,000	$16,000	100%	$16,000	3
Bearing Point, Inc.	Professional Services	DTS	$273,000	$54,600	30%	$16,380	5
TransCor America, LLC	Nonprofessional Services	POL	$225,000	$45,000	100%	$45,000	3
Monthly Total			**$7,922,866**	**$1,584,573**		**$1,242,317**	

March 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Barton & Cooney	Nonprofessional Services	FIN	$138,388	$27,678	100%	$27,678	3
Roche Brothers	Nonprofessional Services	DPWT	$250,000	$50,000	100%	$50,000	1
Safeware Inc.	Goods	FRS	$72,120	$14,424	100%	$14,424	3
Professional Products Inc.	Goods	DTS	$125,916	$25,183	100%	$25,183	3
Beltway Industrial Supply	Goods	DPWT	$170,000	$34,000	100%	$34,000	3
New Lawns, Inc.	Nonprofessional Services	DPWT	$160,000	$32,000	100%	$32,000	3
Auto Vu Technnologies, Inc.	Goods	DPWT	$97,500	$19,500	100%	$19,500	3
Associated Truck Sales, Inc.	Goods	DPWT	$750,000	$150,000	100%	$150,000	3
Whispering Pines Enterprises	Nonprofessional Services	FRS	$300,000	$60,000	100%	$60,000	3
Family Pet & Cremations	Nonprofessional Services	POL	$210,000	$42,000	100%	$42,000	3
Criswell Chevrolet	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Hetrich Fleet Services, Inc.	Goods	DPWT	$250,000	$50,000	100%	$50,000	3
Pen-Link LTD	Goods	POL	$126,000	$25,200	100%	$25,200	3
Trizechann	Nonprofessional Services	GSC	$145,000	$29,000	100%	$29,000	3
Principal Decision Systems	Professional Services	POL	$160,000	$32,000	100%	$32,000	3
Maxim Healthcare Services	Professional Services	CORR	$100,000	$20,000	100%	$20,000	3
Verizon Wireless	Professional Services	PERMIT	$312,000	$62,400	75%	$46,800	5
Muncie Reclamation & Supply	Goods	DPWT	$60,000	$12,000	100%	$12,000	3
East Coast Sweeping, Inc.	Nonprofessional Services	DPWT	$3,500,000	$700,000	52%	$360,500	5
Monthly Total			**$7,176,924**	**$1,435,385**		**$1,080,285**	

April 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Grainger Industrial Supply, Inc.	Goods	DPWT	$193,280	$38,656	100%	$38,656	3
Kirkegaard & Associates	Professional Services	DPWT	$102,828	$20,567	100%	$20,567	3
Saf-Gard Safety Shoe	Goods	DPWT	$45,000	$9,000	100%	$9,000	3
Orion Bus Industries, Inc.	Goods	DPWT	$900,000	$180,000	100%	$180,000	3
Chesapeake Supply & Equip	Goods	DPWT	$130,000	$26,000	100%	$26,000	3
G&G Lawn Service	Nonprofessional Services	DPWT	$164,500	$32,900	100%	$32,900	1
Donald B. Rice Tire Company	Goods	DPWT	$600,000	$120,000	100%	$120,000	2
Orion Bus Industries, Inc.	Goods	DPWT	$19,000,000	$3,800,000	100%	$3,800,000	1
U.S. Cost Incorporated	Professional Services	DPWT	$86,360	$17,272	100%	$17,272	3
ASP Company, LLC	Nonprofessional Services	POL	$70,000	$14,000	100%	$14,000	3
Derby, Inc.	Goods	CORR	$91,680	$18,336	100%	$18,336	3
Lighting Maintenance, Inc.	Nonprofessional Services	GSC	$48,750	$9,750	100%	$9,750	3
Municipal Emergency Services	Goods	FRS	$296,525	$59,305	100%	$59,305	3
Conveyor Handling Company	Nonprofessional Services	DLC	$102,510	$20,502	100%	$10,193	1
Public Resources Advisory	Professional Services	FIN	$540,000	$108,000	100%	$108,000	5
PMC Marketing Group, Inc.	Goods	DPWT	$300,000	$60,000	100%	$60,000	3
Duncan Parking Technologies	Goods	DPWT	$1,101,250	$220,250	100%	$220,250	3
The Lerro Corporation	Goods	DTS	$92,750	$18,550	100%	$18,550	3
Sprint Corporation	Professional Services	DTS	$800,000	$160,000	100%	$160,000	3
S&S Worldwide	Goods	REC	$120,000	$24,000	100%	$24,000	3
Graybar Electric Company	Goods	DPWT	$545,166	$109,033	100%	$109,033	3
Monthly Total			**$25,330,599**	**$5,066,121**		**$5,055,812**	

May 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Public Financial Management	Professional Services	FIN	$540,000	$108,000	100%	$108,000	3
Dr. Aram Mokhtari, MD	Professional Services	CORR	$137,280	$27,456	100%	$27,456	3
Philip R.Lamb & Company	Professional Services	DPWT	$79,300	$15,860	100%	$15,860	3
Somerset Industries, Inc.	Goods	CORR	$792,000	$158,400	100%	$158,400	3
Morgans Inc.	Goods	DPWT	$70,000	$14,000	100%	$14,000	3
Posz, Inc.	Goods	HHS	$126,210	$25,242	100%	$25,242	3
MERS, Inc.	Goods	FRS	$2,500,000	$500,000	100%	$500,000	3
Securicor EMS, Inc.	Goods	CORR	$260,110	$52,022	100%	$52,022	3
Elliot & Frantz, Inc.	Goods	DPWT	$600,000	$120,000	100%	$120,000	3
Radiation Physics, Inc.	Goods	CORR	$213,863	$42,773	100%	$42,773	3
Advanced Audio Visual Sales	Goods	DTS	$71,584	$14,317	100%	$14,317	3
Apex Environmental, Inc.	Nonprofessional Services	DPWT	$300,000	$60,000	100%	$60,000	3
Ruster Construction	Construction	DPWT	$615,778	$123,156	37%	$45,199	5
Concrete Protection	Construction	DPWT	$329,390	$65,878	66%	$43,479	5
Gillig Corporation	Goods	DPWT	$3,000,000	$600,000	100%	$600,000	3
Joseph A. Debenedictis, DDS	Professional Services	CORR	$112,000	$22,400	100%	$22,400	3
Monthly Total			**$9,747,515**	**$1,949,504**		**$1,849,148**	

June 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Hansen Information Tech	Professional Services	PERMIT	$498,708	$99,742	100%	$99,742	3
National Capital Industries, Inc.	Goods	DPWT	$91,000	$18,200	100%	$18,200	3
Posz, Inc.	Goods	HHS	$194,210	$38,842	100%	$38,842	3
Somerset Industries, Inc.	Goods	CORR	$1,056,000	$211,200	100%	$211,200	3
Lexis-Nexis	Professional Services	LIB	$103,368	$20,674	100%	$20,674	3
CSAAC	Nonprofessional Services	LIB	$136,283	$27,257	100%	$27,257	3
Mercury Associates, Inc.	Professional Services	FRS	$450,000	$90,000	100%	$90,000	3
All Car Leasing, Inc.	Nonprofessional Services	REC	$128,145	$25,629	100%	$25,629	3
Camp Springs Auto Parts	Goods	DPWT	$60,000	$12,000	100%	$12,000	3
Durrett Sheppard Steel	Goods	DPWT	$20,000	$4,000	100%	$4,000	3
Singer Associates Fire Equip	Goods	FRS	$79,932	$15,986	100%	$15,986	3
Singer Associates Fire Equip	Goods	FRS	$70,416	$14,083	100%	$14,083	3
Singer Associates Fire Equip	Goods	FRS	$69,528	$13,906	100%	$13,906	3
Lancaster Foods, Inc.	Goods	CORR	$750,000	$150,000	100%	$150,000	3
Municipal Emergency Services	Goods	FRS	$80,698	$16,140	100%	$16,140	3
Municipal Emergency Services	Goods	FRS	$203,292	$40,658	100%	$40,658	3
Specialty Rescue, Inc.	Goods	FRS	$483,936	$96,787	100%	$96,787	3
SE Supply/National Supply	Nonprofessional Services	CORR	$600,000	$120,000	100%	$120,000	3
Sanolite Corporation	Goods	CORR	$600,000	$120,000	100%	$120,000	3
MERS, Inc.	Goods	FRS	$38,754	$7,751	100%	$7,751	3
Apex Environmental, Inc.	Professional Services	DPWT	$1,233	$247	100%	$247	3
American Office	Goods	CIR CT	$80,666	$16,133	100%	$16,133	3
IFCS	Professional Services	HHS	$470,000	$94,000	97%	$91,180	5

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June 2005 MFD Waivers For Profit - Full and Partial

Contractor/Vendor	Category	Dept.	Contract Value	Amount MFD Required	Percent Waived	Amount Waived	Waiver Reason
Justic Trax, Inc.	Professional Services	POL	$68,604	$13,721	100%	$13,721	3
H&C Initiatives, Inc.	Professional Services	H&CA	$150,000	$30,000	100%	$30,000	3
Stericycle, Inc.	Nonprofessional Services	HHS	$68,100	$13,620	100%	$13,620	3
Corbett Technology Solutions	Nonprofessional Services	CORR	$180,000	$36,000	100%	$36,000	3
American Economics Group	Professional Services	OHR	$5,000	$1,000	100%	$1,000	3
Baltimore Freightliner	Goods	DLC	$173,020	$34,604	100%	$34,604	3
Enco Industries, Inc.	Goods	DPWT	$710,000	$142,000	100%	$142,000	3
AME, Inc.	Professional Services	DPWT	$450,000	$90,000	100%	$90,000	3
Apex Environmental, Inc.	Professional Services	DPWT	$1,875	$375	100%	$375	3
ManTech CTX	Professional Services	OIG	$90,000	$18,000	100%	$18,000	3
Envelopes Unlimited	Goods	DPWT	$220,140	$44,028	100%	$44,028	3
Maryland Fire Equipment	Goods	FRS	$60,000	$12,000	100%	$12,000	3
Maryland Fire Equipment	Goods	FRS	$109,000	$21,800	100%	$21,800	3
Precision Transmission, Inc.	Goods	DPWT	$135,000	$27,000	100%	$27,000	3
Personalized Classics Inc.	Goods	REC	$67,602	$13,520	100%	$13,520	3
Middleton & Meads Company	Nonprofessional Services	DPWT	$510,000	$102,000	100%	$102,000	3
Serco Management Services	Nonprofessional Services	DPWT	$126,000	$25,200	85%	$21,420	5
Monthly Total			**$9,390,510**	**$1,878,103**		**$1,871,503**	

OFFICE OF PROCUREMENT

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