



# ANNUAL REPORT

Fiscal Year 2017

Minority, Female and Disabled  
(MFD) Program



Office of Procurement  
Division of Business Relations  
and Compliance

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## Executive Summary

MFD participation in FY17 shows a significant increase compared with previous years, (FY16- 20.89%; FY15-18.52%; and FY14- 19.56%). In FY17, the total dollar value subject to compliance with MFD goals was \$937,145,420. MFD businesses were awarded **23.24%** or \$217,819,206 out of the total dollars' subject to the MFD program. The total number of Purchase Orders (POs) issued that are subject to MFD requirements totaled 5,451. Of that, Certified MFD vendors received 2,212 POs or 40.58%.

The reshaping of procurement processes promoted a more open and transparent environment which benefitted the MFD community and appears to have been a factor in increasing bids from the MFD community. Additionally, the implementation of Bill 48-14 may have encouraged MFD and non-MFD businesses to engage in subcontracting relationships with MFD businesses, thereby increasing the participation rate of MFD businesses.

In FY17, African American owned businesses made improvements in every purchasing category. Additionally, MFD businesses made significant strides in the construction category. In construction, African American owned businesses achieved an unprecedented participation rate, earning \$14,786,270 in FY17 or 4.44% of the total construction dollars (\$332,899,277). As prime contractors, African American owned businesses were awarded \$2,701,241. As subcontractors, African American owned businesses were awarded \$12,085,031. In prior years, African American vendors in construction had low participation rates and low award rates (FY16- \$3,085,710; FY15- \$3,716,958, and FY14- \$2,734,177). Asian American businesses also increased their participation in the Construction category. In FY16, only one Asian American owned construction contractor received an award (\$287,759) as a prime contractor. In FY17, six Asian American owned construction companies received awards with a cumulative total contract value of \$7,013,324. Among MFD businesses, Hispanic American owned businesses remain in the lead in the Construction category, receiving

\$34,438,398 in FY17, an 80% increase from FY16. These increases across the construction category can be attributed to inclusive outreach activities; strengthened enforcement policies, and increased education efforts with non-MFD construction vendors.

In other purchasing categories, Female owned businesses remain in the lead in Non-professional Services as well as in the Goods categories.

In Professional Services category, Hispanic American owned businesses almost doubled the value of contracts received from \$4,495,090 in FY16 to \$8,551,018 in FY17.

Minority participation is based on utilization and availability of minority businesses throughout the Washington DC/Baltimore Metropolitan Area and the statistical participation of procurement activity is based on contract total dollar value subject to MFD participation. Both MFD and non-MFD prime contractors are encouraged to practice "Good Faith Efforts" to maximize their MFD participation.

The MFD compliance program assists vendors by ensuring access to information and opportunities. Certified MFD businesses are encouraged to participate in the procurement process as prime contractors and/or as sub-contractors. Non-MFD vendors are assisted in assuring compliance with the Chief Administrative Officer's (CAO) established participation goals for each purchasing category.

## **Important FY 17 Developments**

Continuing our efforts to address underutilization concerns raised in the 2014 GSPC Disparity Study<sup>1</sup> and the recommendations reported by the County Council's 2015 Minority Owned and Local Small Business Task Force (Resolution 17-1253)<sup>2</sup>, the Office of Procurement implemented the following programs/processes to improve and strengthen MFD enforcement and compliance:

The Chief Administrative Officer (CAO) issued updated goals for procurement's four purchasing categories. The relevant categories and goals are:

- Professional Services: 15%
- Non-Professional Services: 22%
- Construction: 21%
- Goods: 15%

1. These goals were implemented on July 1, 2015 and were effective for all procurement activity during FY17.
2. Use of PRISM, an on-line electronic reporting system management tool that tracks a prime contractor's payments to minority vendors. The PRISM system is fully operational and plays a vital role in meeting compliance requirements. Additionally, continued use of an MFD payment document for minority subcontractors to report their payment status or comments in verifying the prime contractor's commitment to and compliance with the MFD subcontracting plan.
3. Bill 48-14<sup>3</sup> was introduced and passed by the County Council and was implemented in October 2015. The bill adds additional points in the evaluation criteria to all RFPs

with a maximum value of 10% of the total evaluation points to vendors with MFD status or participation. For FY17, the MFD office processed 67 RFPs, submitted by 267 prime contractors containing a total of 353 MFD subcontractors in their respective subcontracting plans. By contrast, in FY16, of 44 RFPs, 145 prime contractors submitted a total of 137 MFD subcontractors in their respective subcontracting plans. The FY17 subcontracting plan submissions indicates that implementation of Bill 48-14 successfully encouraged prime contractors to proactively seek MFD subcontractors' participation when responding to the County's RFP solicitations and thereby significantly increased MFD participation.

4. Artificial Barriers – The office continues to review and request revision of written language in solicitations that may unfairly prevent or exclude a vendor from consideration. For instance, insertion of experience requirements in solicitation language which are arbitrary and cannot be supported by industry practice or operational necessity may present an artificial barrier. However, requirements that a bidder have knowledge of the County code requirements for various construction and trade categories (e.g. electrical, plumbing) may not present an artificial barrier even though those requirements will limit the number of vendors. When a requirement has a direct nexus to the project and fulfills an operational necessity, it is not an artificial barrier even if the requirement may limit competition.
5. The Wheaton Town Center Project is a \$200 million project with a minimum minority participation goal of 20%. Clark Construction Company has assured the MFD Office of its commitment to fulfilling the participation goal.

<sup>1</sup> The 2014 Disparity Study may be found here:  
<http://www.montgomerycountymd.gov/cat/services/disparitystudy.html>

<sup>2</sup> Task Force Report can be found here:  
<http://www.montgomerycountymd.gov/council/Resources/Files/REPORTS/Procurement/MOLSBFinalReport.pdf>

<sup>3</sup> Bill48-14 may be found here:  
[http://www.montgomerycountymd.gov/COUNCIL/Resources/Files/bill/2014/20150414\\_48-14A.pdf](http://www.montgomerycountymd.gov/COUNCIL/Resources/Files/bill/2014/20150414_48-14A.pdf)

6. In FY17, the Procurement Office hosted two exchange conferences with delegations of Procurement professionals from Russia and Columbia. These sessions, sponsored by the U.S. Department of State, provided an opportunity to share public purchasing policies and gain insight on common principles and practices. The sessions were very well received.

## **Background**

Within the Office of Procurement, the Division of Business Relations and Compliance compiles an annual report on the Minority<sup>4</sup>, Female and Disabled Persons Owned Business Program (MFD) which provides information required in accordance with Section 11B-61 of the Montgomery County Code and the Montgomery County Procurement Regulations.

The MFD Program assists registered vendors that hold at least one county-recognized certification (see Chart 1) in gaining opportunities as either prime contractors or sub-contractors for County contract awards with an estimated dollar value of \$50,000 or more.<sup>5</sup>

## **Minority Certifications Recognized by the County**

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

<sup>4</sup> Businesses owned by vendors in several socially disadvantaged groups may be eligible for certification and participation in the MFD program, including African American, Hispanic American, Asian American, Native American, Female and Persons with Disabilities

<sup>5</sup> Grants, utilities, intra/inter-governmental procurements and non-profit organizations are not subject to the MFD requirements.

City of Baltimore	Minority and Women's Business Opportunity Office	Minority and Women's Business Opportunity Office (MWBOO)	<a href="http://cityservices.baltimorecity.gov/mwboo/">http://cityservices.baltimorecity.gov/mwboo/</a>
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## **Outreach Efforts**

A. Targeted Outreach events: These events, hosted by the Office of Procurement, are designed to assist MFD and LSBRP vendors in obtaining County contracting opportunities. In FY17, the Office hosted numbers of outreach events:

- Oct 5, 2016 – 1<sup>st</sup> Annual Procurement Forum
- Oct 26, 2016 – MDOT Certification and Procurement Workshop (with African American Chamber)
- Feb 1, 2017 – Panama Delegation Visit
- March 8, 2017 -- MDOT Certification and Procurement Workshop (with African American Chamber)
- Mar 14, 2017 – Colombian Delegation Visit
- May 2, 2017 – SBA 8(a) Certification and Procurement Workshop (with African American Chamber)

B. Networking Events: These events, hosted by external entities, help provide access to local and minority vendors. Through panel discussions, seminars and match making sessions, vendors have an opportunity to gain detailed and individualized information regarding procurement processes and requirements, learn about particular procurement opportunities and

obtain business development information. In FY16, the Office of Procurement, DBRC and the Division of Procurement Operations participated as panelists or key speakers in the following events:

- July 21, 2016 – Minority Business Economic Council 2nd annual conference
- Aug 25, 2016 – The Women Power Conference
- Sept 14, 2016 – 46th Annual Legislative Conference by Congressional Black Caucus Foundation, Inc.
- Sept 28, 2016 -- Gaithersburg Chamber of Commerce networking event
- Oct 28, 2016 – Pro Biz Conference
- Nov 17, 2016 – Maryland Washington Minority Company Association (MWMCA) 2017 Economic Summit
- March 9, 2017 – Treasury Industry Day
- March 16, 2017 – Women Owned Businesses Certification Workshop by Maryland Women's Business Center
- March 31, 2017 – Super Match Maker Conference by Capital Region Minority Supplier Development Council (CRMSDC)

- March 31, 2017 – Women Business Owners Expo by WSSC
- April 18, 2017 – 8th Annual Minority Business Expo by Greater Washington Hispanic Chamber
- April 19, 2017 -- 27th Annual Government Procurement Conference by Federal Business Council
- May 12, 2017 -- MWMCA Annual Spring expo
- May 24, 2017 -- CRMSDC MBE Academy workshop
- June 8, 2017 -- SSA Small Business Procurement Conference
- June 15, 2017 -- AMEX Open Business Summit
- June 20, 2017 -- WMATA Procurement Fair
- June 20, 2017 – 11th Annual Caribbean American Heritage Month Proclamation

## **Awards**

The Office of Procurement received Achievement of Excellence in Procurement award from the National Procurement Institute.





Office of Procurement  
Fiscal Year 2017

# SECTION 1

MFD Procurement Participation Report

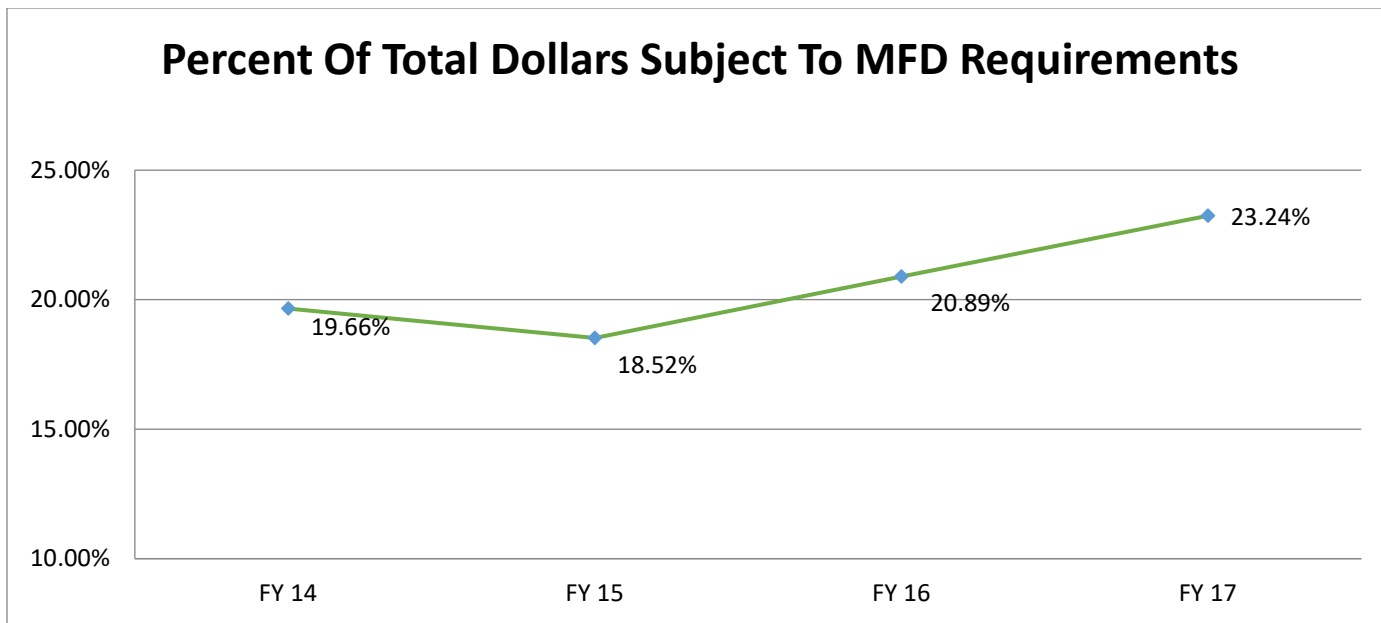
Minority, Female and Disabled (MFD) Program



## FY14 – FY17 Comparison of MFD Contract Activity

Fiscal Year	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	Total # of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD
FY 17	\$937,145,420	\$217,819,206	5,450	2,212	<b>23.24%</b>	<b>40.59%</b>
FY 16	\$907,194,062	\$189,492,304	6,023	2,218	<b>20.89%</b>	<b>36.83%</b>
FY 15	\$1,034,061,757	\$191,506,372	5,556	2,030	<b>18.52%</b>	<b>36.54%</b>
FY 14	\$750,190,650	\$147,501,193	6,301	2,233	<b>19.66%</b>	<b>35.44%</b>

Chart 1: 4-year Comparison on MFD Encumbrances



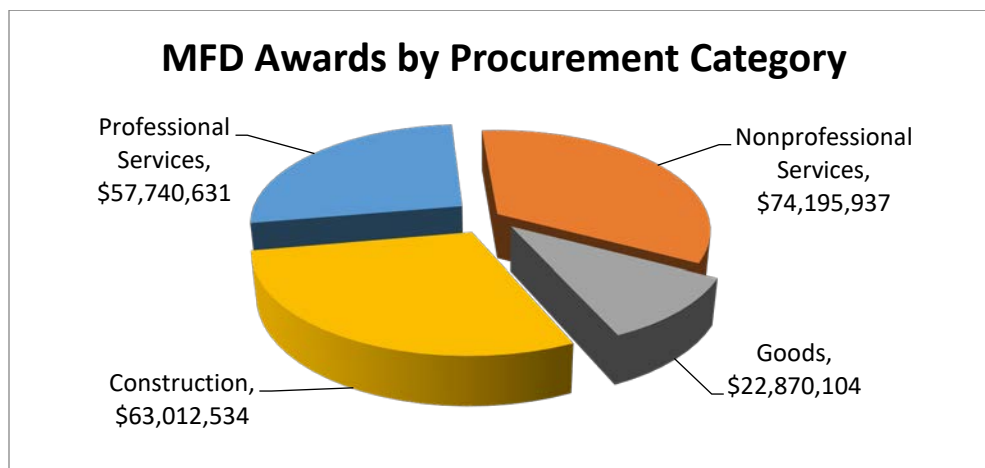
## FY17 MFD Contract Activity Summary by Procurement Category

MFD participation is measured in the following four procurement categories:

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

Procurement Category	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	# of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD
Professional Services	\$296,466,359	\$57,740,631	1,796	795	26.51%	35.94%
Non-Professional Services	\$222,987,599	\$74,195,937	2,218	824	34.06%	37.25%
Goods	\$84,792,185	\$22,870,104	1,154	392	10.50%	17.72%
Construction	\$332,899,277	\$63,012,534	283	201	28.93%	9.09%
<b>TOTAL</b>	<b>\$937,145,420</b>	<b>\$217,819,206</b>	<b>5,451</b>	<b>2,212</b>	<b>23.24%</b>	<b>40.59%</b>

**Chart 2: MFD Encumbrances by Procurement Category**



## Dollar Value to MFD Firms by Group, FY17

### *Professional Services*

Total Dollars Subject to Goal: \$296,466,359 Total Actions: 1,796

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$19,703,168	6.65%	244	13.59%
Asian American	\$19,407,023	6.55%	165	9.19%
Female	\$9,858,990	3.33%	271	15.09%
Hispanic American	\$8,551,018	2.88%	107	5.96%
Native American	\$153,380	0.05%	4	0.22%
Person with Disability	\$67,052	0.02%	4	0.22%
<b>Total</b>	<b>\$57,740,631</b>	<b>19.48%</b>	<b>795</b>	<b>44.27%</b>

### *Non-Professional Services*

Total Dollars Subject to Goal: \$222,987,599 Total Actions: 2,218

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$23,905,897	10.72%	305	13.75%
Asian American	\$3,711,433	1.66%	50	2.25%
Female	\$29,665,515	13.30%	236	10.64%
Hispanic American	\$16,157,152	7.25%	218	9.83%
Native American	\$701,567	0.31%	9	0.41%
Person with Disability	\$54,373	0.02%	6	0.27%
<b>Total</b>	<b>\$74,195,937</b>	<b>33.27%</b>	<b>824</b>	<b>37.15%</b>

### *Goods*

Total Dollars Subject to Goal: \$84,792,185 Total Actions: 1,154

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group
African American	\$6,963,556	8.21%	114	9.88%
Asian American	\$1,354,588	1.60%	15	1.30%
Female	\$12,387,616	14.61%	212	18.37%
Hispanic American	\$1,913,474	2.26%	47	4.07%
Native American	\$130,000	0.15%	3	0.26%

Person with Disability	\$120,870	0.14%	1	0.09%
<b>Total</b>	<b>\$22,870,104</b>	<b>26.97%</b>	<b>392</b>	<b>33.97%</b>

### ***Construction***

Total Dollars Subject to Goal: \$332,899,277 Total Actions: 283

<b>Group</b>	<b>Total \$ Encumbered to MFD</b>	<b>% of Total \$ Encumbered to MFD</b>	<b>Total # of Actions to MFD Group</b>	<b>% of Total Actions by MFD Group</b>
African American	\$14,786,272	4.44%	49	17.31%
Asian American	\$7,013,324	2.11%	44	15.55%
Female	\$6,774,540	2.04%	42	14.84%
Hispanic American	\$34,438,398	10.34%	66	23.32%
Native American	\$0	0%	0	0%
Person with Disability	\$0	0%	0	0%
<b>Total</b>	<b>\$63,012,534</b>	<b>18.93%</b>	<b>201</b>	<b>71.02%</b>

## FY17 MFD Utilization and Availability

	Prime Contractor		Sub-Contractor		Total Contractor		FY17 Utilization	FY17 Availability*	FY18 Goal
Professional Services	Subject to MFD Requirements:				\$296,466,359	1,796			
African American	\$19,025,703	202	\$677,465	42	\$19,703,168	244	7%	8.25%	8.25%
Asian American	\$18,298,128	120	\$1,108,895	45	\$19,407,023	165	7%	4.11%	-
Female	\$8,076,882	211	\$1,782,108	60	\$9,858,990	271	3%	4.26%	4.26%
Hispanic American	\$8,003,986	79	\$547,032	28	\$8,551,018	107	3%	1.24%	1.24%
Native American	\$6,660	2	\$146,720	2	\$153,380	4	0%	0.11%	0.11%
Person with Disability	\$63,692	3	\$3,360	1	\$67,052	4	0%	0.80%	0.80%
Sub Total	\$53,475,051	617	\$4,265,580	178	\$57,740,631	795	19.48%	18.77%	14.66%
Non-Professional Services	Subject to MFD Requirements:				\$222,987,599	2,218			
African American	\$21,544,136	197	\$2,361,761	108	\$23,905,897	305	11%	12.57%	12.57%
Asian American	\$3,427,682	37	\$283,751	13	\$3,711,433	50	2%	3.49%	3.49%
Female	\$26,492,128	160	\$3,173,387	76	\$29,665,515	236	13%	5.46%	5.46%
Hispanic American	\$13,730,041	142	\$2,427,111	76	\$16,157,152	218	7%	2.58%	-
Native American	\$229,500	6	\$472,067	3	\$701,567	9	0%	0.08%	0.08%
Person with Disability	\$0	0	\$54,373	6	\$54,373	6	0%	0.62%	0.62%
Sub Total	\$65,423,487	542	\$8,772,450	282	\$74,195,937	824	33.27%	24.80%	22.22%
Goods	Subject to MFD Requirements:				\$84,792,185	1,154			
African American	\$4,480,765	82	\$2,482,791	32	\$6,963,556	114	8%	5.79%	5.79%
Asian American	\$9,000	2	\$1,345,588	13	\$1,354,588	15	2%	2.01%	2.01%
Female	\$8,925,656	122	\$3,461,960	90	\$12,387,616	212	15%	6.57%	6.57%
Hispanic American	\$1,391,210	41	\$522,264	6	\$1,913,474	47	2%	1.51%	1.51%
Native American	\$130,000	3	\$0	0	\$130,000	3	0%	0.11%	0.11%
Person with Disability	\$0	0	\$120,870	1	\$120,870	1	0%	0.75%	0.75%
Sub Total	\$14,936,631	250	\$7,933,473	142	\$22,870,104	392	26.97%	14.68%	14.68%
Construction	Subject to MFD Requirements:				\$332,899,277	283			
African American	\$2,701,241	4	\$12,085,031	45	\$14,786,272	49	4%	11%	11%
Asian American	\$3,480,169	6	\$3,533,155	38	\$7,013,324	44	2%	3.29%	3.29%
Female	\$3,322,334	24	\$3,452,206	18	\$6,774,540	42	2%	5.54%	5.54%
Hispanic American	\$17,906,366	50	\$16,532,032	16	\$34,438,398	66	10%	6.14%	-
Native American	\$0	0	\$0	0	\$0	0	0%	0.49%	0.49%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	1%	1%
Sub Total	\$27,410,110	84	\$35,602,424	117	\$63,012,534	201	18.93%	27.46%	21.32%
Total Subject to MFD Requirements					\$937,145,420	5,451	23.24%		
Total MFD Procurement					\$217,819,206	2,212			

\* The availability of minority businesses is based on the 2014 Disparity Study conducted by Griffin & Strong, Inc.  
<http://www.montgomerycountymd.gov/cat/services/disparitystudy.html>



Office of Procurement  
Fiscal Year 2017

## SECTION 2

MFD Participation by Request for  
Proposals (RFPs)

Minority, Female and Disabled (MFD) Program

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

The RFP section of the MFD report is a result of proposals submitted in response to formal Requests for Proposals (RFPs) issued by the County during FY17. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards
- Dollar values for each group
- Number of proposals submitted by each group

The total dollar value for RFPs issued in FY17 was \$250,218,421. Of that amount MFD businesses were awarded **\$40,509,995** or **16.19%**. Out of 173 total RFP proposals submitted, 56 (32.37%) proposals were submitted by MFD businesses. A total of 63 RFP contract awards were issued. MFD businesses RFP contract award was 16 (25.40%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD Dollar Value	# of Proposals Submitted	% of Proposals Submitted
African American	8	12.70%	\$27,178,371	10.86%	67.09%	24	13.87%
Hispanic American	1	1.59%	\$210,000	0.08%	0.52	10	5.78%
Asian American	2	3.17%	\$556,624	0.22%	1.37%	9	5.20%
Native American	0	0%	\$0	0%	0%	0	0%
Female	5	7.94%	\$12,565,000	5.02%	31.02%	13	7.51%
Person with Disabilities	0	0%	\$0	0%	0%	0	0%
<b>Total MFD Businesses</b>	<b>16</b>	<b>25.40%</b>	<b>\$40,509,995</b>	<b>16.18%</b>	<b>100%</b>	<b>56</b>	<b>32.36%</b>
Non-MFD	47	74.60%	\$209,708,426	83.81%	----	117	67.63%
<b>Total Businesses</b>	<b>63</b>	<b>100%</b>	<b>\$250,218,421</b>	<b>99.99%</b>	<b>----</b>	<b>173</b>	<b>99.99%</b>

Chart 3: RFP Award Dollars by MFD Group





Office of Procurement  
Fiscal Year 2017

## SECTION 3

MFD Participation by Invitation for Bids  
(IFBs)

Minority, Female and Disabled (MFD) Program

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

The IFB section of the MFD report is a result of bids submitted in response to formal Invitation for Bids (IFBs) issued by the County during FY17. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards
- Dollar values for each group
- Number of bids submitted by each group

The total dollar value for IFBs issued in FY17 was \$165,217,839. Of that amount MFD businesses were awarded **\$36,927,857** or **22.35%**. Out of 252 total bids responding to the IFBs, 67 (26.59%) bids were submitted by MFD businesses. A total of 107 IFB contract awards were issued. MFD businesses were awarded 24 (22.43%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD Dollar Value	# of Bids Submitted	% of Bids Submitted
African American	4	3.74%	\$1,548,600	0.94%	4.19%	12	4.76%
Hispanic American	10	9.35%	\$20,260,123	12.26%	54.86%	39	15.48%
Asian American	1	0.93%	\$350,000	0.21%	0.95%	2	0.79%
Native American	0	0%	\$0	0%	0%	0	0%
Female	9	8.41%	\$14,769,134	8.94%	39.99%	14	5.56%
Person with Disabilities	0	0%	\$0	0%	0%	0	0%
<b>Total MFD Businesses</b>	<b>24</b>	<b>22.43%</b>	<b>\$36,927,857</b>	<b>22.35%</b>	<b>100%</b>	<b>67</b>	<b>26.59%</b>
Non-MFD	83	77.57%	\$128,289,982	77.65%	----	185	73.41%
<b>Total Businesses</b>	<b>107</b>	<b>100%</b>	<b>\$165,217,839</b>	<b>100%</b>	<b>----</b>	<b>252</b>	<b>100%</b>

Chart 4: IFB Award Dollars by MFD Group



Office of Procurement

Fiscal Year 2017

## SECTION 4

MFD Participation by  
Selected Departments

Minority, Female and Disabled (MFD) Program

## FY17 Department MFD Participation Summary \*

MFD participation by selected departments focuses on those departments that have procurements of any type exceeding \$5 million in the aggregate or procurements for professional services exceeding \$1 million in the aggregate. For FY17, 12 departments met the criteria. The data reports for each of these departments on total dollars encumbered in all purchasing categories subject to MFD participation. Listed below is a summary of the 12 departments and their MFD utilization in FY17. Note that non-profit businesses are excluded from the MFD participation requirements.

Departments	FY17			
	Total \$ Subject to MFD (\$)	MFD Utilization (\$)	% of MFD Utilization	% of Total MFD \$ (Chart 5)
Transportation	\$358,053,810	\$91,298,858	25.50%	43.23%
Technology Services	\$43,018,828	\$27,655,885	64.29%	13.16%
Recreation	\$19,189,151	\$4,361,615	22.73%	2.07%
Police	\$21,306,872	\$4,544,687	21.33%	2.15%
Liquor Control	\$7,226,025	\$5,731,352	79.32%	2.71%
Human Resources	\$157,195,302	\$6,567,536	4.18%	3.11%
Health and Human Services	\$24,855,615	\$9,908,434	39.86%	4.83%
General Services	\$183,691,007	\$36,259,127	19.74%	17.17%
Fire and Rescue Service	\$17,347,206	\$723,952	4.17%	0.34%
Finance	\$11,076,197	\$1,817,973	16.41%	0.86%
Environmental Protection	\$76,082,390	\$21,072,213	27.70%	9.98%
Correction and Rehabilitation	\$5,531,833	\$844,811	15.27%	0.40%
<b>TOTAL</b>	<b>\$924,729,533</b>	<b>\$211,202,441</b>	<b>22.84%</b>	<b>100%</b>

\* Detailed department reports can be viewed at the MFD website: [www.montgomerycountymd.gov/mfd](http://www.montgomerycountymd.gov/mfd) under MFD Annual Report FY17, as attachment 1.

**Chart 5: FY17 MFD Encumbrances by Department**



Office of Procurement

Fiscal Year 2017

## SECTION 5

MFD Exclusions and Waivers

Minority, Female and Disabled (MFD) Program

## Procurements Excluded from Requirement: FY17

### 1. Exclusion by Regulations:

The total dollar value of all procurement transactions in FY17 which by regulation were not subject to the minority business requirements were:

Category of Procurement	Dollar Value
Grants	\$85,617,250
Public Entities	\$109,503,922
Total	\$195,121,172

### 2. Waiver Summary

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was **\$32,464,265**

### Compliance Waiver Summary – FY17

A.	Total Value Subject to MFD Requirement	\$937,145,420
B.	Total MFD Dollars Waived	\$32,464,265
C.	Total Dollar Value of MFD Awards	\$217,819,206
D.	Total Number of MFD Purchase Orders	2,212
E.	Waiver Actions	321
F.	Percent of Contract Dollars Waived (B Divided by A)	3.47%
G.	Percent of Total Dollars to MFDs (C Divided by A)	23.24%

## Waiver Process

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

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

### Waivers are granted for one of the following reasons:

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

Purchasing Categories	Reason for Waiver						Total Waivers
	1	2	3	4	5	6	
<b>Professional Services (PS)</b>	21	0	5	3	1	40	71
<b>Non-professional Services (NPS)</b>	101	0	28	1	2	34	166
<b>Goods</b>	1	1	59	4	0	5	71
<b>Construction</b>	0	0	0	0	0	14	14
<b>Total Number of Waivers</b>	<b>123</b>	<b>1</b>	<b>92</b>	<b>8</b>	<b>3</b>	<b>94</b>	<b>321</b>
<b>Total Value of Waivers</b>	<b>\$3,654,299</b>	<b>\$32,000</b>	<b>\$13,308,353</b>	<b>\$999,391</b>	<b>\$56,656</b>	<b>\$14,413,565</b>	<b>\$32,464,265</b>



Vendor	LSBRP	Dept.	Contract Description	Total Contract Value	Purchasing Category	Waiver Reason
Leidos Digital Solutions, Inc.		CCL	COTS software called Intranet Quorum	\$241,681.09	Goods	4
COURTSMART DIGITAL SYSTEM		CCT	Digital Recording System for Circuit Court	\$65,808	PS	6
West Publishing Corporation dba West, A Thomson Reuters Business		CCT	Online Legal Subscription Services for Westlaw Databases	\$91,276	PS	4
Elise Browne Hughes	Y	CEC	Marketing and Communications for Volunteer Center	\$63,000	PS	1
Merci Wolff		CEC	Provide Educational Support Services	\$99,999	PS	1
MAF Consulting Services, LLC		CEX	Oversight and Project Management Services for Public Safety System Modernization (PSSM), Emergency Communications Center (ECC) Consolidation Project, and HHS Enterprise Integrated Case Management (EICM) Project	\$390,000	PS	6
Wallgoldfinger, Inc.		CEX	Conference Room Furniture for County Executive (one-time purchase)	\$128,125	Goods	3
Howe US Inc.		CUPF	Chair Purchase	\$203,979.10	Goods	3
Anchor QEA, LLC		DEP	Engineering Services for Dredging Projects	\$200,000	PS	6
Arcadis US, Inc.		DEP	Environmental Consulting Services	\$900,000	PS	6
Environmental Quality Resources, LLC		DEP	Stormwater Management Facilities Unit Price Contract	\$33,281.33	NPS	5
Environmental Quality Resources, LLC		DEP	Stormwater Management Facilities Unit Price Contract	\$132,620	NPS	6
Environmental Quality Resources, LLC		DEP	Stormwater Management Facilities Unit Price Contract	\$500,000	NPS	6
NORTHEAST MARYLAND WASTE DISPOSAL AUTHORITY		DEP	Waste Disposal	\$35,318,655	NPS	6
Pleasants Construction, Inc.		DEP	Construction Services for Stormwater Management, Low Impact Development (LID) Environmental Site Design (ESD) and Stream Restoration Projects	\$50,000	Construction	6
Alan Tye & Associates LC		DGS	Fleet and Shop Equipment Replacement Parts and Repair Service	\$200,000	NPS	3
Ameresco, Inc.		DGS	Task No. 2-B. Task Order Contracts for Energy Savings Performance Contracting Services	\$3,533,466	Construction	6
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$30,000	PS	6
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$43,000	PS	6

ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$64,000	PS	6
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$100,000	PS	6
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$120,000	PS	6
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$215,000	PS	6
Atel Bus & Truck Service Center, Inc.		DGS	Transit Bus Repair Service	\$1,000,000	NPS	6
Atlantic Graphic Systems, Inc.		DGS	Full Service and Pooled Preventive Maintenance of Binding Equipment	\$100,000	NPS	6
B. W. Wilson Paper Company, Inc.		DGS	Office Papers, Virgin and Recycled	\$500,000	NPS	3
Brave Landscaping and Snow Removal LLC t/a Brave Management	Y	DGS	Transit Bus Enhanced Cleaning Service	\$1,000,000	NPS	6
Brinjac Engineering, Inc.		DGS	Commissioning Services for Various County Facilities	\$30,000	PS	6
Camark II, Inc. dba Miller Automotive Service		DGS	Transit Bus Repair Service	\$2,000,000	NPS	6
Capitol Fleet Service, LLC dba Chesapeake Ford Truck Sales, Inc.		DGS	Engine and Transmission Repair Service and Parts	\$200,000	Goods	6
Colliflower, Inc.		DGS	Automotive Hydraulic Hoses and Fittings	\$100,000	Goods	3
Costello Construction of Maryland, Inc.		DGS	Construction Services for the Silver Spring Library Building	\$640,600	Construction	6
Criswell Chevrolet, Inc.		DGS	Heavy and Automotive Original Equipment Manufacturer Service and Parts	\$1,400,000	NPS	3
Criswell Performance Cars INC DbA Criswell Chrysler Jeep Dodge		DGS	Heavy and Automotive Original Equipment Manufacturer Service and Parts	\$800,000	Goods	3
CRW Parts Inc		DGS	Automotive Fan Belts, Filters, Hoses and Wiper Blades	\$80,000	Goods	3
Cummins Inc.		DGS	Engine and Transmission Repair Service and Parts for Voith and Cummins Engines	\$13,250,000	Goods	3
Delaware Elevator		DGS	Elevator Renovation Holiday Park Senior Center, Silver Spring, MD	\$381,050	Construction	6
DIW Group, Inc. t/a Specialized Engineering		DGS	Inspection and Materials Testing Services	\$30,000	PS	6
E.H. Walker Supply Co.	Y	DGS	Production Color Printer	\$50,000	NPS	3
E.H. Walker Supply Co., Inc	Y	DGS	Printing Supplies	\$90,000	Goods	3
Eastern Pool Company LLC		DGS	Time and Material Pools Maintenance/Repair Services	\$315,000	NPS	6

Elliott & Frantz, Inc.		DGS	Fleet and Shop Equipment Replacement Parts and Repair Service	\$100,000	NPS	3
Entwistle Enterprises LLC dba Pirtek Rockville		DGS	Automotive Hydraulic Hoses and Fittings	\$100,000	Goods	3
EnviroSmart, Inc.		DGS	Small Arms Firing Range lead Abatement and HVAC Maintenance Services at the Public Safety Training Academy (Informal - Mini)	\$99,999.99	NPS	6
First Transit, Inc.		DGS	Transit Bus Line Inspection Services	\$76,500	PS	1
FleetPride, Inc.		DGS	Heavy Duty Reline Program and Brake System Replacement Parts	\$750,000	Goods	3
Gaithersburg Farmers Supply, Inc. dba Gaithersburg Equipment		DGS	Fleet and Shop Equipment Replacement Parts and Repair Service	\$400,000	NPS	3
Gambrills Equipment Co Inc		DGS	Snow Removal Equipment Replacement Parts and Service	\$225,000	NPS	3
Gillig, LLC		DGS	Transit Bus Original Equipment Manufacturer Replacement Parts	\$15,000,000	Goods	3
Haris Design & Construction Company	Y	DGS	Library Refresh	\$217,013	Construction	6
Haris Design & Construction Company	Y	DGS	Task Order Contracts - Construction Services for Various County Facilities	\$1,518,301	Construction	6
HIGHWAY AND SAFETY SERVICES INC	Y	DGS	Site Work - Construction and Rehabilitation	\$170,000	Construction	6
Home Depot		DGS	Maintenance and Hardware Supplies	\$2,000,000	Goods	3
JK Moving And Storage, Inc		DGS	Office Relocation and Other Moving, Hauling & Storage Services	\$803,000	NPS	6
Johnson & Towers, Inc.		DGS	Engine and Transmission Repair Service and Parts	\$200,000	Goods	3
Johnson Truck Center, LLC		DGS	Engine and Transmission Repair Service and Parts	\$200,000	NPS	3
Johnson Truck Center, LLC		DGS	Heavy and Automotive Original Equipment Manufacturer Service and Parts	\$2,600,000	Goods	3
Keller Brothers, Inc.		DGS	Glenmont Fire Station, No. 18.	\$74,991	Construction	6
Middleton & Meads Co., Inc.		DGS	Engine and Transmission Repair Service and Parts	\$200,000	NPS	3
Middleton & Meads Co., Inc.		DGS	Alignment, Suspension and Driveline Parts and Service IFB	\$400,000	NPS	3
Middleton & Meads Co., Inc.		DGS	Transit Bus Repair Service	\$4,000,000	NPS	3
Moxley Welding and Machine Service, Inc		DGS	Snow Removal Equipment Replacement Parts and Service	\$600,000	NPS	3
Muncie Reclamation and Supply dba Muncie Transit Supply		DGS	Transit Bus Aftermarket Replacement Parts	\$400,000	Goods	3

Nichols Contracting, Inc.	Y	DGS	PSHQ, Elevator Modernization Program	\$3,457,793	Construction	6
Noresco, LLC		DGS	Task Order Contracts for Energy Savings Performance Contracting Services	\$165,380	Construction	6
Northern Virginia Supply Inc		DGS	Heavy Duty Reline Program and Brake System Replacement Parts	\$1,200,000	Goods	3
Northern Virginia Supply, Inc.		DGS	Automotive Fan Belts, Filters, Hoses and Wiper Blades	\$160,000	Goods	2
O'Connell & Lawrence, Inc	Y	DGS	Task Order Contracts for Construction Management Services	\$189,000	PS	6
O'Connell & Lawrence, Inc	Y	DGS	Task Order Contracts for Construction Management Services	\$270,000	PS	6
Odyssey SST Bus & Truck Repair, Inc.		DGS	Transit Bus Repair Service	\$2,000,000	NPS	3
OKKS Studios, Inc.	Y	DGS	POR-Task Orders	\$24,904.64	PS	6
OKKS Studios, Inc.	Y	DGS	T.O. SP-39, Martin Luther King Swim Center.	\$52,021	PS	6
OKKS Studios, Inc.	Y	DGS	T.O. # SP-41 Remediation Upgrade for Whalen Lane (MCCF) & Nebel St., Facilities	\$208,535.63	PS	6
OKKS Studios, Inc.	Y	DGS	Task Order Contract, SP-38, Hillandale Vol. FS # 10.	\$136,261.37	PS	6
Parts Authority Southern LLC		DGS	Automotive Aftermarket Replacement Parts	\$250,000	Goods	3
Peterbilt of Baltimore LLC DBA The Peterbilt Store - DC		DGS	Automotive Fan Belts, Filters, Hoses and Wiper Blades	\$200,000	Goods	3
Prce modern LLC		DGS	Office Furniture	\$700,000	Goods	3
R&B Steel Fabrications Inc		DGS	Snow Removal Equipment Replacement Parts and Service	\$450,000	NPS	3
R&S Auto & Truck Spring Works, Inc.		DGS	Alignment, Kingpin, Suspension and Driveshaft Service and Parts	\$800,000	NPS	3
S+S Auto Performance, Inc.		DGS	Snow Removal Equipment Replacement Parts and Service	\$225,000	NPS	3
SFMS, LLC	Y	DGS	Time and Material Carpentry and Painting Services	\$420,000	NPS	6
Siemens Industry, Inc.		DGS	Maintenance Service Agreement and Apogee Software upgrades for the County's Siemens Building Automation Systems (BAS) (Non-competitive)	\$339,000	NPS	6
Somerset Welding and Steel, Inc. (JJ Truck Equipment Division)		DGS	Fleet and Shop Equipment Replacement Parts and Repair Service	\$100,000	NPS	3
Specialties, Inc.	Y	DGS	Novelty and Promotional Items	\$58,333	Goods	3
Starrad Corporation t/a Arlington Armature		DGS	Automotive Generators, Alternators, Starters and Repair Service	\$150,000	NPS	3
The Aftermarket Parts Company, LLC dba New Flyer Parts		DGS	Transit Bus OEM Replacement Parts	\$300,000	Goods	3

The Baltimore Auto Supply Co		DGS	Shop Equipment & Tools Replacement Parts & Repair Service	\$100,000	NPS	3
The Baltimore Auto Supply Co.		DGS	Automotive Fan Belts, Filters, Hoses and Wiper Blades	\$400,000	Goods	3
The Promotouch, Inc.	Y	DGS	Novelty and Promotional Items	\$58,333	Goods	6
The Sherwin-Williams Company dba Sherwin-Williams Automotive Finishes		DGS	Automotive Paint Supplies	\$99,999	Goods	3
Thermo King Chesapeake, Inc.		DGS	Parts and Service for Thermo King Mobile Refrigeration Units	\$229,755	NPS	6
Vatica Contracting, Inc.		DGS	Partial Roof Replacement Pre-Release Center	\$1,126,330	Construction	6
Veritiv Operating Company		DGS	Specialty Paper	\$0	Goods	3
VSC Fire And Security		DGS	purchase fire alarm sprinkler systems and fire hydrant inspection/testing and services/repair for various County facilities	\$750,000	Goods	3
WGL Energy Services, Inc.		DGS	Firm Natural Gas Supply Contract	\$3,000,000	Goods	4
Wood, Steer and Ledoux, Inc. d/b/a Air Cleaning Technology		DGS	preventative and corrective maintenance services for its Plymovent exhaust extraction systems	\$180,000	PS	3
WW Grainger, Inc.		DGS	INDUSTRIAL SUPPLIES & EQUIPMENT, LIGHTING PRODUCTS, JANITORIAL SUPPLIES & EQUIPMENT	\$4,000,000	Goods	3
Xerox Corporation		DGS	Xerox/Gen 590C Digital Press	\$0	Goods	4
Data Systems International, Inc.		DLC	Handheld Scanner Software	\$462,192	PS	6
Voiteq, Inc.		DLC	Voice Pick Devices and Software	\$369,000	Goods	4
BI Incorporated		DOCR	Bridge contract for electronic monitoring devices and monitoring services for pre-trial offenders in the community	\$425,000	NPS	3
Cornerstone Detention Products, Inc.		DOCR	Jail Cell Padding	\$99,999	Goods	3
Correct Care Solutions, LLC		DOCR	Onsite Nurse Practitioner / Physician Assistant Services for inmates housed at the Department of Correction	\$1,005,000	PS	6
Correct Care Solutions, LLC		DOCR	Onsite Physician Services for inmates housed at the Department of Correction	\$2,385,000	PS	6
Dairy Maid Dairy LLC.		DOCR	Milk and Dairy Products for inmates	\$400,000	Goods	3
Gregory F. Plummer D/B/A Plum's Hair Gallery	Y	DOCR	Mini- contract for Inmate barber and beautician services	\$90,000	NPS	6
Howard Uniform Company		DOCR	uniforms for correctional officers and kitchen staff	\$240,000	NPS	3

Metrasens, Inc.		DOCR	Purchase a specialized body scanning system	\$64,975	Goods	3
Redwood Toxicology Laboratory Inc.		DOCR	Bridge Contract -Drug screening devices and laboratory testing services	\$230,000	Goods	3
3M Company		DOT	Street Sign Resurfacing Material (Reflective Sign Sheeting)	\$300,000	Goods	3
8d Technologies		DOT	Capital BikeShare Equipment	\$35,523	Goods	3
Anchor Construction Corp		DOT	Renovation of Bridge No. MPK-18Q, Agriculture Farm Road over Rock Creek	\$644,985.47	Construction	6
Atlantic Machinery Inc	Y	DOT	Furnish Closed Circuit Television Pipe Inspection Unit	\$118,000	Goods	3
C & D Construction Company, Inc,	Y	DOT	Removal and Replacement of Concrete Curb and Sidewalk in Business District County Wide	\$1,487,190	NPS	6
Cardinal Infrastructure LLC, previously known as CHG & Associates		DOT	Legislative Liaison Consulting Services	\$135,000	PS	6
Conduent State & Local Solutions Inc		DOT	Parking Citation Processing and Collection Services	\$0	NPS	6
EastBanc Technologies, LLC		DOT	RideOn Mobile Application	\$66,800	NPS	3
Fort Myer Construction Corporation		DOT	Replacement of Bridge No. M-0021 Piney Meetinghouse Road over Watts Branch	\$2,705,358.60	Construction	6
Francis O. Day Co., Inc.		DOT	Residential Roadway Patching & Resurfacing	\$4,250,125.55	NPS	6
JRP Management Resources Inc	Y	DOT	Bus stop maintenance & snow removal services	\$459,000	NPS	1
K & D Trucking LLC		DOT	Road Equipment Services	\$100,000	NPS	6
M-B Companies, Inc.		DOT	Winterization of Paint Truck	\$96,456	NPS	3
MobileNow! LLC		DOT	Pay-By-Cell Phone Parking Service	\$1,800,000	NPS	6
N&S Rentals, Inc.		DOT	Environmentally and Pet Friendly Ice Melt Materials	\$464,800	Goods	3
NextBus, Inc.		DOT	Real Time Passenger Information System; Bridging off of a Jacksonville Florida Transportation Authority (JTA) contract.	\$958,110	PS	3
Nichols Contracting Inc.	Y	DOT	Elevator Renovation, Garage #40	\$533,400	Construction	6
Patuxent Materials, Inc.		DOT	Purchase of Stone, Rip Rap, and Backfill Materials- Secondary Award	\$199,547.50	Goods	3
PBSC Urban Solutions		DOT	Capital BikeShare Bicycles	\$20,250	Goods	3
Potters Industries, LLC		DOT	Furnish Moisture-proof Glass Beads for Reflectorized Highway Pavement Markings	\$85,200	Goods	3
Quiet Sweep, Ltd	Y	DOT	Sand Removal Services at County Parking Facilities	\$72,755.44	NPS	6
Raymond Landscaping, LLC		DOT	Road Equipment Services	\$100,000	NPS	6
Serco Inc.		DOT	Revenue Collection/Security of Meters and Maintenance Services	\$2,234,400	NPS	6
SFMS, LLC	Y	DOT	Snow Removal at County Parking Facilities Groups 2 and 6	\$127,800	NPS	6



The Sherwin-Williams Company		DOT	Furnishing White & Yellow Non-Toxic, Lead-Free, Waterborne Pavement Marking Paint	\$393,750	Goods	3
Vulcan Construction Materials, LLC		DOT	Purchase of Stone, Rip Rap, and Backfill Materials- primary award	\$157,000	Goods	3
International Code Council, Inc.		DPS	International Code Council Code Books	\$99,999.99	Goods	6
National Fire Protection Agency		DPS	National Fire Protection Agency Code Books and Publications	\$80,000	Goods	3
Atlantech Online, Inc.		DTS	Unified Communications as a Service	\$3,000,000	PS	6
Chesapeake Systems, Inc.		DTS	Editing Software and Storage Area Network Upgrade Project	\$58,370	PS	6
Clark Concepts LLC	Y	DTS	Montgomery County Government Access Channel Cable Television Producer Services	\$225,000	PS	6
Powersolv, Inc.		DTS	Montgomery County Consulting and Technical Services	\$1,750,000	PS	6
Socrata, Inc		DTS	Social Data Software Platform Services	\$825,000	PS	4
Vertex, Inc.		DTS	Payroll Tax Q Series Solution Software	\$70,000	NPS	4
West Safety Services, Inc.		DTS	Enhanced 911 Data Management Solution	\$165,000	PS	6
Cost Plans Plus LLC		FIN	Cost allocation plans and other financial advisory services	\$140,000	PS	1
Public Resources Advisory Group, Inc.		FIN	Independent Financial Advisory Services	\$31,740	PS	6
Arrow International, Inc.		FRS	Purchase EZ-10 Drill Kits - Needles/Drivers	\$250,000	Goods	3
Atlantic Emergency Solutions, Inc.		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$75,000	Goods	3
Courtyard Management Corporation dba Rockville Courtyard 311D1		FRS	Hotel/Motel Accommodations for Promotional Exams	\$99,999	NPS	6
DrinkMore Delivery Inc.	Y	FRS	Bottled Water and Dispensers	\$200,000	Goods	6
EMS Innovations, Inc.		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$250,000	Goods	3
FirstWatch Solutions, Inc.		FRS	Early Event Detection System and Maintenance Services	\$193,571	PS	6
FirstWatch Solutions, Inc.		FRS	Early Event Detection System	\$193,571	Goods	3
Futurity IT		FRS	Community Risk Reduction and Assessment Reporting Solution	\$99,999	NPS	6
Legacy Truck Centers Inc. dba Fire and Rescue Products		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$75,000	Goods	3
Mare, Inc		FRS	Marine Motor Inspection, Maintenance, Repair Service and Parts	\$3,000	NPS	6
Maryland Fire Equipment Corp.	Y	FRS	global boots	\$500,000	Goods	3



Municipal Emergency Services, Inc.		FRS	station garments	\$900,000	Goods	3
Municipal Emergency Services Inc		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$100,000	Goods	3
National Safety Supply, Inc.		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$300,000	Goods	3
Next Life Medical Corporation		FRS	Purchase Continuous Positive Airway Pressure Therapy (CPAP) Machines	\$210,000	PS	3
Personalized Classics Inc	Y	FRS	Uniform Apparel	\$360,000	Goods	6
Personalized Classics Inc	Y	FRS	uniform imprinting and embroidery	\$75,000	NPS	3
Praetorian Group, Inc.		FRS	Online Web Based Subscriptions for Recertification for Advanced Care Life Support.	\$205,200	PS	6
Rosenbauer Minnesota LLC		FRS	Fire Department Brush Trucks	\$1,199,064	Goods	3
Spartan Motors USA, Inc.		FRS	Fire Department Tanker Trucks	\$708,180	NPS	3
Tom's Truck Sales LLC		FRS	Roll-Off Truck	\$91,900	Goods	3
Witmer Public Safety Group Inc.		FRS	Fire Department Tools, Equipment, Hoses and Appliances	\$100,000	Goods	3
WorldPoint ECC Inc,		FRS	American Heart Association Course Completion Certification Cards	\$99,999	Goods	3
Beth M. Zeidman		HHS	New contract award that provides meeting facilitators for Integrated Care Initiatives program from Open Solicitation No. 1015721.	\$60,000	PS	1
Bethesda Hospitality, LLC d/b/a American Inn		HHS	Emergency shelter services for the Homeless in Montgomery County	\$200,000	PS	6
Darlene Matthews, Inc.		HHS	Continuum of Care - Planning Services	\$99,999.99	PS	1
Dental Health Products, Inc.		HHS	Medical and Dental Equipment Purchase, Maintenance, Repairs, Inspections and Related Services	\$250,000	NPS	3
Dexter Pritchett		HHS	Weekend and holiday child and adult protective services.	\$50,000	PS	1
Egan Enterprises		HHS	Provides for the management of the County's Annual Foster Family Picnic in June 2017.	\$99,999	PS	6
Elizabeth Forkkio, DDS		HHS	To provide oral health services	\$240,000	PS	1
Julie K. Bulitt, LCSW-C		HHS	FY17 New Contract Award that will provide mental health consultation services to children under Children and Youth Services. This is from Open Solicitation No. 1035882.	\$60,000	PS	1
Maryland Treatment Center, Inc.		HHS	Residential Rehabilitation Services (Level 3.3, 3.5, 3.7) Care Coordination Services	\$1,630,000	PS	6
McFarland & Associates, Inc.	Y	HHS	Provides data services to the African American Health Program that focuses on areas of health	\$99,000	PS	6

			disparities impacting Montgomery County's Black populations.			
Nancy S. Scull		HHS	Provides for the services of a meeting facilitator for the Integrated Care Initiative program for HHS.	\$60,000	PS	1
NexGen Healthcare Information Systems, LLC		HHS	Medical Claims Billing Clearinghouse Services	\$99,999	PS	6
Patrice McLeod, DDS		HHS	Provide oral health services -	\$60,000	PS	1
Peter Bachman Psychotherapy Services, LLC		HHS	Mental health consultation services for the early childhood services program and attendance to local peer meetings.	\$50,000	PS	1
QIAGEN, Inc.		HHS	Providing QuantiFERON TB Gold In-Tube Test tubes	\$99,999	PS	3
Relias Learning LLC		HHS	CARF Accreditation Training for Behavioral Health and Crisis Services Staff	\$52,000	NPS	6
Robert A. DeBernardis		HHS	Facility Use/Space Planning Services for the Director's Office of DHHS	\$99,999	PS	1
Saidat Popoola-Sampson		HHS	Professional dental services for the County's dental clinics.	\$128,000	PS	1
Sam Tsemberis		HHS	Housing First Program Fidelity	\$0	PS	1
Sarah T. Lewis		HHS	Provides for Weekend and Holiday Child and Adult Protective Services from Open Solicitation No. 1024871.	\$60,000	PS	1
Sophia T. Hotch		HHS	Provides for a Comprehensive Foster and Adoptive Home Studies Program.	\$90,000	PS	6
Vera-Marie C. Johnson		HHS	Provides for the services of a meeting facilitator for the Integrated Care Initiative program for HHS.	\$60,000	PS	1
Richard Ruth PhD		HHS	Outpatient Behavioral Health Services for Youth and Families	\$139,000	PS	1
Cooperative Personnel Services		MPB	classification and compensation study	\$250,000	PS	6
Doug Tregoning		OAG	Professional Services - Agronomy Educator	\$99,999	PS	5
Planet Depos, LLC		OCA	Court Reporting, Stenographic, and Transcription Services (primary award)	\$150,000	NPS	1
Girling Benefit Consulting, LLC.		OHR	Consulting services in support of the collective bargaining process and long/short term strategies for the County's health and welfare programs	\$99,999	PS	6
United HealthCare Services, Inc.		OHR	Health Plans	\$0	PS	6
King Teleservices, LLC		PIO	Customer Service Center (CSC) for Overflow and Off-peak Call Volumes	\$500,000	NPS	6
Agilent Technologies Inc.		POL	Support and annual maintenance of the two (2) Agilent Gas Chromatograph and Mass	\$76,782	NPS	6

			Spectrometer for the Crime Laboratory Drug Analysis Unit			
ANAB d\b\A ASCLD/LAB		POL	Assignment of Contract from American of Crime Lab Directors to AMAB d\b\A ASCLD\LAB - provide accreditation services for the crime lab	\$49,575	NPS	6
Aramark Sports And Entertainment Services LLC		POL	Provide meeting room space, hotel accommodations and food for promotional assessment accommodations for police	\$99,999.99	Goods	6
Atlantic Tactical Inc		POL	Small Purchase - GLOCK Handguns and sights	\$99,999.99	Goods	3
Atlantic Tactical Inc		POL	Bridge contract - Police Supplies	\$990,000	Goods	3
Atlantic Tactical Inc		POL	Bridge contract - Police Supplies	\$990,000	Goods	3
Bode Cellmark Forensics Inc.		POL	DNA analysis services	\$375,000	PS	3
Cyacom International Inc DBA Voiance Language Services LLC		POL	Language Interpreter Services	\$588,000	NPS	6
Intoximeters, Inc.		POL	Preliminary breath test instruments and associated consumable to used by the Traffic Division/Chemical Test for Alcohol Unit (CTAU), of the Montgomery County Department of Police	\$68,175	Goods	3
Laytonsville Veterinary Practice, LLC		POL	Open Solicitation - Veterinary Care for k-9's	\$150,000	PS	1
LexisNexis Risk Solutions FL Inc.		POL	Crime Analyst Software Licensing and Enterprise	\$400,000	PS	4
Montgomery Services LLC	Y	POL	Roadside Deer, Small Wildlife and Domestic Animal Carcasses Pick-up and Removal	\$480,000	NPS	1
PTS of America, LLC		POL	Transportation of Prisoners	\$360,000	NPS	6
Public Safety Corporation		POL	False Alarm Tracking and Billing Software System with Annual Maintenance	\$154,240	NPS	3
Sal's Shoe Repair, Inc.		POL	Police Motorcycle Patrol (Custom Fit) Boots	\$99,000	Goods	1
Sirchie Acquisition Company LLC		POL	Purchase of forensic supplies	\$200,000	Goods	3
1Up Handles Inc		REC	Recreation Instructors - Sports	\$147,000	NPS	1
480 Club LLC		REC	Recreation Instructors	\$149,000	NPS	1
Allison Seery Boyle		REC	Recreation Instructor: Swim Coach	\$150,000	NPS	1
Alvaro Luna DBA Davinci STEM School		REC	Recreation Instructors - STEM	\$147,000	NPS	1
Andrew Vice		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Anna Louise Cheng		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Anthony Murray		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Aquatic Training and Consulting Services LLC		REC	Recreation Instructors	\$70,000	NPS	1

Art Box Inc dba Young Rembrandts		REC	Recreation Instructor	\$120,000	NPS	1
Bradley S Coyle		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Brendan Mullenholz		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Brian Daniel Cheng		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Built By Beavers, LLC		REC	Recreation Instructors	\$600,000	NPS	1
Caitlin I Lewis		REC	Recreation aquatics Instructor	\$150,000	NPS	1
Camp Fire USA Patuxent Area Council Inc		REC	Recreation Instructors	\$75,000	NPS	1
Carolyn Yaney-smith		REC	Recreation instructor- swim coach	\$150,000	NPS	1
Carrie Lyn Sanidad		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Champion Boxing & Fitness Inc	Y	REC	Recreation Instructors	\$147,000	NPS	1
Christine M Troilo		REC	Recreation instructor- Swim Coach	\$150,000	NPS	1
Christopher Benedick		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Christopher Verboncoeur		REC	Recreation Instructor- Swim Coach	\$150,000	NPS	5
Clancy Works Inc.		REC	Recreation Instructors - Dance	\$150,000	NPS	1
Constance Smink		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
D3KS Enterprises LLC		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Dana Kunzman		REC	Recreation Consulting Services	\$99,999	PS	1
Daniel G. Benedetti		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Dave Crocker		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
David Anthony Basile		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
David Lawton Quackenbush		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
David M Kraft		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
David Mark Eldridge		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Douglas A Markoff		REC	Recreation Instructors- Swim Coach	\$150,000	NPS	1
Douglas Roy Mackenzie		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Edith Marie Boyar		REC	Recreation aquatics Instructor	\$150,000	NPS	1
Elizabeth D Robinson		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Ellen Rawson Schmidt		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Emily M. Rawson		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Eric Wingjun Ng		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
F S Soccer Inc		REC	Recreation Instructors	\$149,000	NPS	1
Fitness for Health Inc		REC	Recreation Instructors	\$30,000	NPS	1
Fry Communications, Inc.		REC	Printing and Distribution of Recreation Guides	\$200,000	NPS	6
Gandhi Brigade Inc		REC	Recreation Instructors	\$50,000	NPS	1
Gulbenkian Swim Inc		REC	Pool Accessories	\$125,000	Goods	3
Hannah Jane Bischoff		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
HoopEd LLC		REC	Recreation Instructors	\$147,000	NPS	1

Imagination Stage Inc		REC	Recreation Instructors	\$60,000	NPS	1
Interact Story Theatre Education Association Inc		REC	Recreation Instructors - Theatre Instruction	\$147,000	NPS	1
International School of the Future Corporation		REC	Recreation Instructors	\$100,000	NPS	1
James M Grimes		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jason Blanken		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jason Ramon Cordero		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jennifer Lynn Halem		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jennifer Williams		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jessica Erin Prorok		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Joann C. Mullenholz		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
John Kent Williams		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Jonathan Leong		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Joseph M. Lodmell		REC	Recreation Instructor- Scuba	\$50,000	NPS	1
Joshua Paul Fowler		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Kelly Suthard Smink		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Kevin Frederick Heyden		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Kids Kitchen Inc.		REC	Recreation Instructors	\$100,000	NPS	1
Kristy Mashburn		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Kurtis F Ryland		REC	Recreation Instructor- Swim Coach	\$150,000	NPS	1
Laura Johnson		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Laurie J Anderson		REC	Recreation Instructors - Dance	\$149,000	NPS	1
Maneth Gravell		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Mary Irene Eno	Y	REC	ActiveNet Project Support	\$99,999	PS	6
Matthew S Cohen		REC	Recreation Aquatic Instructor	\$150,000	NPS	1
Matthew Scott Page Sr		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Maurice Vekeman		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Mauricio Ulises Zelaya Franco		REC	Recreation Instructors	\$150,000	NPS	1
Michael W. Flamand		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Mimar DBA Crown Trophy	Y	REC	Trophies, Awards, Plaques, Ribbons, and Engraving	\$300,000	Goods	3
Moco Kidsco Inc DBA KIDMuseum		REC	Recreation Instructors - STEM	\$147,000	NPS	1
Modern Door & Equipment Sales, Inc.		REC	Operable Wall Systems, Preventive Maintenance, Inspections and Repairs	\$120,000	NPS	3
Montgomery Stroke and Turn Clinic Inc.		REC	Recreation Instructors	\$750,000	NPS	1
Natasha M Jacome		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Passion for Learning Inc		REC	Recreation Instructors	\$50,000	NPS	1
Peter A Tozzi		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Premier Swim inc dba Montgomery Ancient Mariners		REC	Recreation Instructors	\$120,000	NPS	1
Robin J Bruckner		REC	Recreation Instructors	\$20,000	NPS	1

Rowena Riggs DeLuca		REC	Recreation Instructors	\$20,000	NPS	1
Ryan Yuen		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Sabrina Nortide Jacome		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Scott Hagedorn		REC	Recreation Instructors	\$50,000	NPS	1
Shannon Elizabeth King		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Shauna Korine McMahon		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
So What Else Inc.		REC	Recreation Instructors	\$147,000	NPS	1
Staci Anne Armezzani		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Stephanie Alexandra Pike		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Stephanie Mae Vukovich		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Stephen A Sakaris		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Teresa S Shelton t/a H2O Fitness and MORE		REC	Recreation Instructor- Water Fitness Instruction	\$275,000	NPS	1
The Wellness Network, inc.		REC	Recreation Instructor- water fitness	\$275,000	NPS	1
Thomas Edward Benson		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Timothy Emanuel Brockway		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Tober Aqua Sports, Inc.		REC	Recreation Instructors	\$350,000	NPS	1
Todd A Garner		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Trevor Irish		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Vincent Richard Russell		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
William Benjamin Feasley		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
William Shechtman		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
World Class Futbol Camp LLC		REC	Recreation Instructors	\$146,000	NPS	1
Zambelli Fireworks Manufacturing Co Inc		REC	Fireworks Display	\$177,000	NPS	6
Zoe Strother Mcilmail		REC	Recreation Aquatics Instructor	\$150,000	NPS	1
Serotte, Rockman & Wescott, P.A.		SHF	Non-Competitive - Collective Bargaining Consultant	\$300,000	PS	1