



Montgomery County, MD

2024 Disparity Study

SEPTEMBER 25, 2024

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MGT Impact Solutions, LLC
4320 West Kennedy Blvd.
Tampa, Florida 33609



Appendix A

A. Detailed Product Market Analysis

TABLE A-1.
MONTGOMERY COUNTY, MD PRODUCT MARKET AREA
ALL NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
236220	Commercial and Institutional Building Construction	\$479,545,577.91	13.76%	13.76%
541330	Engineering Services	\$208,620,229.71	5.99%	19.74%
237310	Highway, Street, and Bridge Construction	\$181,930,346.77	5.22%	24.96%
541690	Other Scientific and Technical Consulting Services	\$112,209,404.99	3.22%	28.18%
562111	Solid Waste Collection	\$99,915,532.60	2.87%	31.05%
541511	Custom Computer Programming Services	\$83,426,569.72	2.39%	33.44%
541519	Other Computer Related Services	\$82,728,088.72	2.37%	35.82%
336390	Other Motor Vehicle Parts Manufacturing	\$78,947,514.67	2.27%	38.08%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$78,524,591.31	2.25%	40.33%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$75,100,985.34	2.15%	42.49%
516110	Radio Broadcasting Stations	\$71,356,885.00	2.05%	44.54%
561910	Packaging and Labeling Services	\$71,061,598.51	2.04%	46.57%
561730	Landscaping Services	\$68,909,609.66	1.98%	48.55%
811111	General Automotive Repair	\$66,475,048.24	1.91%	50.46%
621330	Offices of Mental Health Practitioners (except Physicians)	\$60,790,594.59	1.74%	52.20%
237110	Water and Sewer Line and Related Structures Construction	\$48,586,826.97	1.39%	53.60%
562920	Materials Recovery Facilities	\$47,735,928.56	1.37%	54.97%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$46,856,782.34	1.34%	56.31%
541612	Human Resources Consulting Services	\$46,661,787.01	1.34%	57.65%
237990	Other Heavy and Civil Engineering Construction	\$46,365,794.88	1.33%	58.98%
339950	Sign Manufacturing	\$46,296,653.88	1.33%	60.31%
524210	Insurance Agencies and Brokerages	\$45,012,467.98	1.29%	61.60%
541310	Architectural Services	\$44,325,229.11	1.27%	62.87%
922160	Fire Protection	\$41,224,356.05	1.18%	64.05%
561720	Janitorial Services	\$39,624,549.89	1.14%	65.19%
238290	Other Building Equipment Contractors	\$38,508,985.36	1.10%	66.30%
238160	Roofing Contractors	\$32,529,855.24	0.93%	67.23%
812930	Parking Lots and Garages	\$29,186,733.74	0.84%	68.07%
324121	Asphalt Paving Mixture and Block Manufacturing	\$29,027,094.59	0.83%	68.90%
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	\$28,894,185.61	0.83%	69.73%
335132	Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	\$28,664,050.93	0.82%	70.55%
457210	Fuel Dealers	\$27,574,889.22	0.79%	71.34%
485113	Bus and Other Motor Vehicle Transit Systems	\$27,273,556.96	0.78%	72.12%
541611	Administrative Management and General Management Consulting Services	\$26,315,579.44	0.75%	72.88%
561612	Security Guards and Patrol Services	\$24,248,064.02	0.70%	73.57%
238110	Poured Concrete Foundation and Structure Contractors	\$24,045,267.78	0.69%	74.26%
621610	Home Health Care Services	\$23,982,111.36	0.69%	74.95%
457120	Other Gasoline Stations	\$22,349,138.31	0.64%	75.59%
561621	Security Systems Services (except Locksmiths)	\$21,733,728.28	0.62%	76.22%
327331	Concrete Block and Brick Manufacturing	\$20,125,583.80	0.58%	76.79%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
238990	All Other Specialty Trade Contractors	\$18,949,895.11	0.54%	77.34%
624190	Other Individual and Family Services	\$18,546,933.64	0.53%	77.87%
562119	Other Waste Collection	\$17,702,830.83	0.51%	78.38%
611430	Professional and Management Development Training	\$17,388,295.97	0.50%	78.88%
485991	Special Needs Transportation	\$16,298,657.77	0.47%	79.34%
441110	New Car Dealers	\$16,104,909.68	0.46%	79.81%
238910	Site Preparation Contractors	\$15,108,573.60	0.43%	80.24%
561311	Employment Placement Agencies	\$15,018,668.21	0.43%	80.67%
517112	Wireless Telecommunications Carriers (except Satellite)	\$14,692,670.25	0.42%	81.09%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$14,535,114.22	0.42%	81.51%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$13,701,143.36	0.39%	81.90%
488490	Other Support Activities for Road Transportation	\$13,239,580.93	0.38%	82.28%
423840	Industrial Supplies Merchant Wholesalers	\$12,695,797.23	0.36%	82.65%
561320	Temporary Help Services	\$12,208,748.90	0.35%	83.00%
333998	All Other Miscellaneous General Purpose Machinery Manufacturing	\$12,185,324.09	0.35%	83.35%
921190	Other General Government Support	\$11,770,109.78	0.34%	83.68%
624120	Services for the Elderly and Persons with Disabilities	\$11,045,276.68	0.32%	84.00%
441330	Automotive Parts and Accessories Retailers	\$10,885,879.25	0.31%	84.31%
561790	Other Services to Buildings and Dwellings	\$10,709,851.73	0.31%	84.62%
532420	Office Machinery and Equipment Rental and Leasing	\$10,696,932.06	0.31%	84.93%
424120	Stationery and Office Supplies Merchant Wholesalers	\$10,428,432.00	0.30%	85.23%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
459110	Sporting Goods Retailers	\$10,080,526.96	0.29%	85.52%
485310	Taxi and Ridesharing Services	\$10,063,737.30	0.29%	85.81%
541618	Other Management Consulting Services	\$10,013,737.42	0.29%	86.09%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$9,269,372.12	0.27%	86.36%
561990	All Other Support Services	\$9,175,129.20	0.26%	86.62%
513210	Software Publishers	\$8,974,908.10	0.26%	86.88%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	\$8,963,370.77	0.26%	87.14%
423130	Tire and Tube Merchant Wholesalers	\$8,843,231.42	0.25%	87.39%
423210	Furniture Merchant Wholesalers	\$8,419,409.54	0.24%	87.63%
327992	Ground or Treated Mineral and Earth Manufacturing	\$8,247,524.13	0.24%	87.87%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$8,233,362.81	0.24%	88.10%
811114	Specialized Automotive Repair	\$8,158,678.21	0.23%	88.34%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$7,881,150.20	0.23%	88.56%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$7,706,082.69	0.22%	88.79%
541350	Building Inspection Services	\$7,573,287.06	0.22%	89.00%
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$7,573,112.71	0.22%	89.22%
561591	Convention and Visitors Bureaus	\$7,558,841.91	0.22%	89.44%
456110	Pharmacies and Drug Retailers	\$7,420,127.65	0.21%	89.65%
624230	Emergency and Other Relief Services	\$7,282,386.29	0.21%	89.86%
541620	Environmental Consulting Services	\$7,276,319.34	0.21%	90.07%
236210	Industrial Building Construction	\$7,091,577.00	0.20%	90.27%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
923120	Administration of Public Health Programs	\$6,859,201.35	0.20%	90.47%
333248	All Other Industrial Machinery Manufacturing	\$6,415,575.00	0.18%	90.65%
621210	Offices of Dentists	\$6,311,580.66	0.18%	90.83%
624210	Community Food Services	\$6,278,992.20	0.18%	91.01%
484110	General Freight Trucking, Local	\$6,265,857.92	0.18%	91.19%
221210	Natural Gas Distribution	\$6,206,262.98	0.18%	91.37%
721110	Hotels (except Casino Hotels) and Motels	\$6,131,001.02	0.18%	91.55%
624110	Child and Youth Services	\$5,848,085.42	0.17%	91.71%
525910	Open-End Investment Funds	\$5,675,549.82	0.16%	91.88%
562910	Remediation Services	\$5,500,693.38	0.16%	92.04%
622110	General Medical and Surgical Hospitals	\$5,484,000.58	0.16%	92.19%
541930	Translation and Interpretation Services	\$5,295,961.84	0.15%	92.34%
621511	Medical Laboratories	\$5,151,186.60	0.15%	92.49%
532412	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	\$5,128,291.22	0.15%	92.64%
621498	All Other Outpatient Care Centers	\$5,069,101.65	0.15%	92.78%
562211	Hazardous Waste Treatment and Disposal	\$4,912,000.63	0.14%	92.93%
813319	Other Social Advocacy Organizations	\$4,704,474.75	0.13%	93.06%
423410	Photographic Equipment and Supplies Merchant Wholesalers	\$4,677,614.74	0.13%	93.19%
541820	Public Relations Agencies	\$4,614,364.56	0.13%	93.33%
212390	Other Nonmetallic Mineral Mining and Quarrying	\$4,574,858.95	0.13%	93.46%
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing	\$4,505,039.17	0.13%	93.59%
333921	Elevator and Moving Stairway Manufacturing	\$4,475,490.74	0.13%	93.72%
237130	Power and Communication Line and Related Structures Construction	\$4,437,893.70	0.13%	93.84%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541219	Other Accounting Services	\$4,326,272.15	0.12%	93.97%
238310	Drywall and Insulation Contractors	\$4,237,973.81	0.12%	94.09%
541613	Marketing Consulting Services	\$4,120,816.70	0.12%	94.21%
926120	Regulation and Administration of Transportation Programs	\$4,081,269.60	0.12%	94.32%
336120	Heavy Duty Truck Manufacturing	\$3,963,125.06	0.11%	94.44%
922140	Correctional Institutions	\$3,915,795.58	0.11%	94.55%
238320	Painting and Wall Covering Contractors	\$3,859,237.01	0.11%	94.66%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$3,815,515.30	0.11%	94.77%
517810	All Other Telecommunications	\$3,625,232.39	0.10%	94.87%
531390	Other Activities Related to Real Estate	\$3,594,077.75	0.10%	94.98%
315250	Cut and Sew Apparel Manufacturing (except Contractors)	\$3,397,792.75	0.10%	95.08%
336211	Motor Vehicle Body Manufacturing	\$3,386,336.00	0.10%	95.17%
621910	Ambulance Services	\$3,216,803.96	0.09%	95.26%
327910	Abrasive Product Manufacturing	\$3,073,633.20	0.09%	95.35%
335921	Fiber Optic Cable Manufacturing	\$3,069,186.53	0.09%	95.44%
485999	All Other Transit and Ground Passenger Transportation	\$2,941,574.60	0.08%	95.53%
458110	Clothing and Clothing Accessories Retailers	\$2,927,540.08	0.08%	95.61%
484210	Used Household and Office Goods Moving	\$2,897,951.69	0.08%	95.69%
332993	Ammunition (except Small Arms) Manufacturing	\$2,843,058.21	0.08%	95.77%
611620	Sports and Recreation Instruction	\$2,685,315.83	0.08%	95.85%
713990	All Other Amusement and Recreation Industries	\$2,676,186.07	0.08%	95.93%
449110	Furniture Retailers	\$2,661,501.19	0.08%	96.00%
423610	Electrical Apparatus and Equipment, Wiring	\$2,630,157.29	0.08%	96.08%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
	Supplies, and Related Equipment Merchant Wholesalers			
541512	Computer Systems Design Services	\$2,516,296.75	0.07%	96.15%
811192	Car Washes	\$2,510,438.71	0.07%	96.22%
541211	Offices of Certified Public Accountants	\$2,449,252.72	0.07%	96.29%
624229	Other Community Housing Services	\$2,445,124.17	0.07%	96.36%
424490	Other Grocery and Related Products Merchant Wholesalers	\$2,284,609.90	0.07%	96.43%
621111	Offices of Physicians (except Mental Health Specialists)	\$2,244,579.47	0.06%	96.49%
561110	Office Administrative Services	\$2,225,785.67	0.06%	96.56%
624310	Vocational Rehabilitation Services	\$2,213,121.20	0.06%	96.62%
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	\$2,200,689.95	0.06%	96.68%
611710	Educational Support Services	\$2,094,428.61	0.06%	96.75%
238140	Masonry Contractors	\$2,027,217.20	0.06%	96.80%
812331	Linen Supply	\$2,013,977.45	0.06%	96.86%
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	\$1,957,387.56	0.06%	96.92%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$1,909,537.60	0.05%	96.97%
561740	Carpet and Upholstery Cleaning Services	\$1,888,807.32	0.05%	97.03%
321999	All Other Miscellaneous Wood Product Manufacturing	\$1,859,761.00	0.05%	97.08%
541990	All Other Professional, Scientific, and Technical Services	\$1,719,393.69	0.05%	97.13%
423440	Other Commercial Equipment Merchant Wholesalers	\$1,703,300.51	0.05%	97.18%
561410	Document Preparation Services	\$1,683,964.48	0.05%	97.23%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
811198	All Other Automotive Repair and Maintenance	\$1,629,289.35	0.05%	97.27%
333310	Commercial and Service Industry Machinery Manufacturing	\$1,580,199.31	0.05%	97.32%
445110	Supermarkets and Other Grocery Retailers (except Convenience Retailers)	\$1,546,057.25	0.04%	97.36%
541410	Interior Design Services	\$1,528,589.21	0.04%	97.41%
541360	Geophysical Surveying and Mapping Services	\$1,518,618.42	0.04%	97.45%
811210	Electronic and Precision Equipment Repair and Maintenance	\$1,504,280.33	0.04%	97.49%
523940	Portfolio Management and Investment Advice	\$1,502,878.49	0.04%	97.54%
238150	Glass and Glazing Contractors	\$1,492,482.42	0.04%	97.58%
315210	Cut and Sew Apparel Contractors	\$1,474,011.21	0.04%	97.62%
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$1,470,368.81	0.04%	97.66%
561499	All Other Business Support Services	\$1,428,381.00	0.04%	97.70%
561710	Exterminating and Pest Control Services	\$1,401,034.15	0.04%	97.74%
621399	Offices of All Other Miscellaneous Health Practitioners	\$1,336,434.17	0.04%	97.78%
812320	Drycleaning and Laundry Services (except Coin-Operated)	\$1,330,193.29	0.04%	97.82%
561312	Executive Search Services	\$1,256,680.72	0.04%	97.86%
541110	Offices of Lawyers	\$1,198,295.56	0.03%	97.89%
238330	Flooring Contractors	\$1,170,360.04	0.03%	97.93%
335139	Electric Lamp Bulb and Other Lighting Equipment Manufacturing	\$1,170,357.90	0.03%	97.96%
611691	Exam Preparation and Tutoring	\$1,155,542.87	0.03%	97.99%
541380	Testing Laboratories and Services	\$1,146,183.41	0.03%	98.02%
212319	Other Crushed and Broken Stone Mining and Quarrying	\$1,132,545.66	0.03%	98.06%
562212	Solid Waste Landfill	\$1,109,113.60	0.03%	98.09%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
621310	Offices of Chiropractors	\$1,099,677.73	0.03%	98.12%
611519	Other Technical and Trade Schools	\$1,091,865.00	0.03%	98.15%
221320	Sewage Treatment Facilities	\$1,070,985.31	0.03%	98.18%
323111	Commercial Printing (except Screen and Books)	\$1,057,686.95	0.03%	98.21%
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	\$1,056,920.43	0.03%	98.24%
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers	\$1,053,499.37	0.03%	98.27%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$1,029,105.05	0.03%	98.30%
541199	All Other Legal Services	\$1,026,490.54	0.03%	98.33%
624221	Temporary Shelters	\$1,024,727.02	0.03%	98.36%
323120	Support Activities for Printing	\$1,002,221.22	0.03%	98.39%
423930	Recyclable Material Merchant Wholesalers	\$974,316.33	0.03%	98.42%
813410	Civic and Social Organizations	\$949,581.20	0.03%	98.45%
813212	Voluntary Health Organizations	\$949,310.08	0.03%	98.47%
334310	Audio and Video Equipment Manufacturing	\$940,559.06	0.03%	98.50%
488510	Freight Transportation Arrangement	\$925,728.98	0.03%	98.53%
459420	Gift, Novelty, and Souvenir Retailers	\$920,567.65	0.03%	98.55%
532111	Passenger Car Rental	\$920,407.00	0.03%	98.58%
541614	Process, Physical Distribution, and Logistics Consulting Services	\$883,139.43	0.03%	98.60%
541940	Veterinary Services	\$877,893.09	0.03%	98.63%
561210	Facilities Support Services	\$854,657.81	0.02%	98.65%
316210	Footwear Manufacturing	\$837,724.99	0.02%	98.68%
621512	Diagnostic Imaging Centers	\$820,202.34	0.02%	98.70%
237312	Highway, Street, and Bridge Construction	\$813,784.04	0.02%	98.73%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
485119	Other Urban Transit Systems	\$811,325.68	0.02%	98.75%
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	\$800,154.42	0.02%	98.77%
541430	Graphic Design Services	\$748,182.15	0.02%	98.79%
541320	Landscape Architectural Services	\$747,162.82	0.02%	98.81%
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	\$737,768.57	0.02%	98.84%
813211	Grantmaking Foundations	\$726,654.08	0.02%	98.86%
513130	Book Publishers	\$721,864.24	0.02%	98.88%
922120	Police Protection	\$715,393.35	0.02%	98.90%
623210	Residential Intellectual and Developmental Disability Facilities	\$706,754.81	0.02%	98.92%
624410	Child Care Services	\$706,436.20	0.02%	98.94%
322230	Stationery Product Manufacturing	\$702,146.50	0.02%	98.96%
813312	Environment, Conservation and Wildlife Organizations	\$691,172.00	0.02%	98.98%
322299	All Other Converted Paper Product Manufacturing	\$680,513.16	0.02%	99.00%
531311	Residential Property Managers	\$661,420.10	0.02%	99.02%
484121	General Freight Trucking, Long-Distance, Truckload	\$650,283.10	0.02%	99.04%
444180	Other Building Material Dealers	\$635,142.00	0.02%	99.05%
334290	Other Communications Equipment Manufacturing	\$618,993.83	0.02%	99.07%
519210	Libraries and Archives	\$603,479.78	0.02%	99.09%
458210	Shoe Retailers	\$602,845.47	0.02%	99.11%
323113	Commercial Screen Printing	\$580,499.23	0.02%	99.12%
611699	All Other Miscellaneous Schools and Instruction	\$576,279.52	0.02%	99.14%
561920	Convention and Trade Show Organizers	\$567,718.76	0.02%	99.16%
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$555,102.51	0.02%	99.17%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
488999	All Other Support Activities for Transportation	\$548,485.92	0.02%	99.19%
621492	Kidney Dialysis Centers	\$539,195.00	0.02%	99.20%
562998	All Other Miscellaneous Waste Management Services	\$525,223.03	0.02%	99.22%
488410	Motor Vehicle Towing	\$517,210.80	0.01%	99.23%
722513	Limited-Service Restaurants	\$506,773.44	0.01%	99.25%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$493,992.96	0.01%	99.26%
516210	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	\$464,751.78	0.01%	99.27%
423740	Refrigeration Equipment and Supplies Merchant Wholesalers	\$460,670.44	0.01%	99.29%
424340	Footwear Merchant Wholesalers	\$450,636.92	0.01%	99.30%
238120	Structural Steel and Precast Concrete Contractors	\$420,435.21	0.01%	99.31%
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	\$405,371.39	0.01%	99.32%
519290	Web Search Portals and All Other Information Services	\$404,800.00	0.01%	99.34%
561422	Telemarketing Bureaus and Other Contact Centers	\$399,000.00	0.01%	99.35%
337211	Wood Office Furniture Manufacturing	\$390,785.54	0.01%	99.36%
562991	Septic Tank and Related Services	\$379,266.99	0.01%	99.37%
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	\$368,219.28	0.01%	99.38%
424350	Clothing and Clothing Accessories Merchant Wholesalers	\$365,582.02	0.01%	99.39%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423920	Toy and Hobby Goods and Supplies Merchant Wholesalers	\$364,410.83	0.01%	99.40%
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	\$358,337.00	0.01%	99.41%
424910	Farm Supplies Merchant Wholesalers	\$347,400.00	0.01%	99.42%
115112	Soil Preparation, Planting, and Cultivating	\$345,823.00	0.01%	99.43%
423420	Office Equipment Merchant Wholesalers	\$345,256.90	0.01%	99.44%
327320	Ready-Mix Concrete Manufacturing	\$342,886.86	0.01%	99.45%
321918	Other Millwork (including Flooring)	\$335,886.07	0.01%	99.46%
512191	Teleproduction and Other Postproduction Services	\$325,270.00	0.01%	99.47%
541370	Surveying and Mapping (except Geophysical) Services	\$322,640.88	0.01%	99.48%
449121	Floor Covering Retailers	\$317,754.45	0.01%	99.49%
238190	Other Foundation, Structure, and Building Exterior Contractors	\$314,919.08	0.01%	99.50%
531210	Offices of Real Estate Agents and Brokers	\$308,945.92	0.01%	99.51%
424940	Tobacco Product and Electronic Cigarette Merchant Wholesalers	\$303,903.98	0.01%	99.51%
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing	\$301,768.10	0.01%	99.52%
333924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing	\$291,960.29	0.01%	99.53%
335910	Battery Manufacturing	\$290,532.65	0.01%	99.54%
623220	Residential Mental Health and Substance Abuse Facilities	\$287,270.00	0.01%	99.55%
334519	Other Measuring and Controlling Device Manufacturing	\$280,450.17	0.01%	99.56%
337214	Office Furniture (except Wood) Manufacturing	\$278,359.64	0.01%	99.56%
711510	Independent Artists, Writers, and Performers	\$268,693.75	0.01%	99.57%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	\$267,750.00	0.01%	99.58%
711211	Sports Teams and Clubs	\$262,853.73	0.01%	99.59%
492110	Couriers and Express Delivery Services	\$259,961.81	0.01%	99.60%
492210	Local Messengers and Local Delivery	\$256,550.00	0.01%	99.60%
485410	School and Employee Bus Transportation	\$247,897.50	0.01%	99.61%
441120	Used Car Dealers	\$244,850.00	0.01%	99.62%
523150	Investment Banking and Securities Intermediation	\$240,000.00	0.01%	99.62%
221111	Hydroelectric Power Generation	\$239,755.99	0.01%	99.63%
921140	Executive and Legislative Offices, Combined	\$237,720.00	0.01%	99.64%
322220	Paper Bag and Coated and Treated Paper Manufacturing	\$231,968.20	0.01%	99.64%
459999	All Other Miscellaneous Retailers	\$231,143.67	0.01%	99.65%
812910	Pet Care (except Veterinary) Services	\$228,346.25	0.01%	99.66%
541910	Marketing Research and Public Opinion Polling	\$225,488.25	0.01%	99.66%
325611	Soap and Other Detergent Manufacturing	\$225,282.12	0.01%	99.67%
811420	Reupholstery and Furniture Repair	\$220,186.42	0.01%	99.68%
459910	Pet and Pet Supplies Retailers	\$217,897.20	0.01%	99.68%
811412	Appliance Repair and Maintenance	\$214,763.64	0.01%	99.69%
811121	Automotive Body, Paint, and Interior Repair and Maintenance	\$212,086.59	0.01%	99.69%
722515	Snack and Nonalcoholic Beverage Bars	\$210,122.05	0.01%	99.70%
621420	Outpatient Mental Health and Substance Abuse Centers	\$206,543.38	0.01%	99.71%
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	\$206,274.65	0.01%	99.71%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
315990	Apparel Accessories and Other Apparel Manufacturing	\$206,078.98	0.01%	99.72%
541810	Advertising Agencies	\$203,390.55	0.01%	99.72%
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	\$203,386.97	0.01%	99.73%
722310	Food Service Contractors	\$201,478.78	0.01%	99.74%
561450	Credit Bureaus	\$200,100.00	0.01%	99.74%
532289	All Other Consumer Goods Rental	\$197,398.03	0.01%	99.75%
531320	Offices of Real Estate Appraisers	\$196,800.35	0.01%	99.75%
513199	All Other Publishers	\$194,462.90	0.01%	99.76%
332912	Fluid Power Valve and Hose Fitting Manufacturing	\$187,661.94	0.01%	99.76%
115210	Support Activities for Animal Production	\$187,468.00	0.01%	99.77%
562219	Other Nonhazardous Waste Treatment and Disposal	\$185,304.55	0.01%	99.77%
561622	Locksmiths	\$182,358.14	0.01%	99.78%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$177,421.00	0.01%	99.78%
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	\$177,088.58	0.01%	99.79%
333991	Power-Driven Handtool Manufacturing	\$175,229.07	0.01%	99.80%
541720	Research and Development in the Social Sciences and Humanities	\$174,651.84	0.01%	99.80%
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	\$169,932.00	0.00%	99.80%
561611	Investigation and Personal Background Check Services	\$168,317.24	0.00%	99.81%
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$167,806.97	0.00%	99.81%
334516	Analytical Laboratory Instrument Manufacturing	\$161,022.08	0.00%	99.82%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$160,104.47	0.00%	99.82%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
327215	Glass Product Manufacturing Made of Purchased Glass	\$159,592.00	0.00%	99.83%
813311	Human Rights Organizations	\$159,532.00	0.00%	99.83%
623311	Continuing Care Retirement Communities	\$157,959.00	0.00%	99.84%
423490	Other Professional Equipment and Supplies Merchant Wholesalers	\$154,482.00	0.00%	99.84%
813110	Religious Organizations	\$153,933.49	0.00%	99.85%
441222	Boat Dealers	\$153,761.41	0.00%	99.85%
813920	Professional Organizations	\$150,680.04	0.00%	99.86%
237313	Highway, Street, and Bridge Construction	\$141,514.10	0.00%	99.86%
922190	Other Justice, Public Order, and Safety Activities	\$139,174.76	0.00%	99.86%
311811	Retail Bakeries	\$138,851.34	0.00%	99.87%
926110	Administration of General Economic Programs	\$138,801.10	0.00%	99.87%
236118	Residential Remodelers	\$138,157.26	0.00%	99.88%
459210	Book Retailers and News Dealers	\$137,307.87	0.00%	99.88%
517410	Satellite Telecommunications	\$135,800.15	0.00%	99.88%
238390	Other Building Finishing Contractors	\$134,978.70	0.00%	99.89%
517111	Wired Telecommunications Carriers	\$131,900.00	0.00%	99.89%
623990	Other Residential Care Facilities	\$124,640.32	0.00%	99.89%
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	\$124,574.52	0.00%	99.90%
238350	Finish Carpentry Contractors	\$122,702.00	0.00%	99.90%
237314	Highway, Street, and Bridge Construction	\$109,341.10	0.00%	99.90%
423710	Hardware Merchant Wholesalers	\$106,449.41	0.00%	99.91%
456199	All Other Health and Personal Care Retailers	\$100,348.58	0.00%	99.91%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
237315	Highway, Street, and Bridge Construction	\$100,017.90	0.00%	99.91%
332510	Hardware Manufacturing	\$99,853.02	0.00%	99.92%
336612	Boat Building	\$99,117.63	0.00%	99.92%
525120	Health and Welfare Funds	\$95,655.00	0.00%	99.92%
332312	Fabricated Structural Metal Manufacturing	\$94,368.04	0.00%	99.92%
423390	Other Construction Material Merchant Wholesalers	\$90,794.01	0.00%	99.93%
486990	All Other Pipeline Transportation	\$89,409.54	0.00%	99.93%
444140	Hardware Retailers	\$86,193.38	0.00%	99.93%
621320	Offices of Optometrists	\$86,171.25	0.00%	99.93%
722330	Mobile Food Services	\$84,997.00	0.00%	99.94%
813219	Other Grantmaking and Giving Services	\$84,977.16	0.00%	99.94%
541714	Research and Development in Biotechnology (except Nanobiotechnology)	\$79,228.01	0.00%	99.94%
334118	Computer Terminal and Other Computer Peripheral Equipment Manufacturing	\$76,485.00	0.00%	99.94%
523999	Miscellaneous Financial Investment Activities	\$75,988.00	0.00%	99.95%
621493	Freestanding Ambulatory Surgical and Emergency Centers	\$75,575.46	0.00%	99.95%
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$70,658.95	0.00%	99.95%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$70,380.00	0.00%	99.95%
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance	\$70,000.00	0.00%	99.95%
541490	Other Specialized Design Services	\$67,836.87	0.00%	99.96%
541850	Indoor and Outdoor Display Advertising	\$64,914.00	0.00%	99.96%
532112	Passenger Car Leasing	\$64,659.60	0.00%	99.96%
444240	Nursery, Garden Center, and Farm Supply Retailers	\$63,777.80	0.00%	99.96%
336411	Aircraft Manufacturing	\$56,990.00	0.00%	99.96%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
812220	Cemeteries and Crematories	\$53,546.81	0.00%	99.96%
611610	Fine Arts Schools	\$49,700.00	0.00%	99.97%
562112	Hazardous Waste Collection	\$49,316.93	0.00%	99.97%
921130	Public Finance Activities	\$48,990.00	0.00%	99.97%
512110	Motion Picture and Video Production	\$48,680.00	0.00%	99.97%
512290	Other Sound Recording Industries	\$46,600.00	0.00%	99.97%
339920	Sporting and Athletic Goods Manufacturing	\$45,754.90	0.00%	99.97%
713940	Fitness and Recreational Sports Centers	\$42,740.00	0.00%	99.97%
524114	Direct Health and Medical Insurance Carriers	\$40,428.80	0.00%	99.98%
311111	Dog and Cat Food Manufacturing	\$40,134.60	0.00%	99.98%
326160	Plastics Bottle Manufacturing	\$38,793.35	0.00%	99.98%
236115	New Single-Family Housing Construction (except For-Sale Builders)	\$38,425.00	0.00%	99.98%
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers	\$35,089.57	0.00%	99.98%
517121	Telecommunications Resellers	\$33,284.00	0.00%	99.98%
512240	Sound Recording Studios	\$31,317.00	0.00%	99.98%
522291	Consumer Lending	\$29,500.00	0.00%	99.98%
459410	Office Supplies and Stationery Retailers	\$29,242.06	0.00%	99.98%
812191	Diet and Weight Reducing Centers	\$27,250.69	0.00%	99.98%
512120	Motion Picture and Video Distribution	\$27,000.00	0.00%	99.98%
541420	Industrial Design Services	\$26,272.50	0.00%	99.99%
488210	Support Activities for Rail Transportation	\$26,250.00	0.00%	99.99%
561492	Court Reporting and Stenotype Services	\$25,706.28	0.00%	99.99%
314120	Curtain and Linen Mills	\$25,702.00	0.00%	99.99%
621999	All Other Miscellaneous Ambulatory Health Care Services	\$24,945.24	0.00%	99.99%
722320	Caterers	\$24,141.75	0.00%	99.99%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
325413	In-Vitro Diagnostic Substance Manufacturing	\$22,885.00	0.00%	99.99%
812332	Industrial Launderers	\$22,665.32	0.00%	99.99%
322211	Corrugated and Solid Fiber Box Manufacturing	\$22,634.73	0.00%	99.99%
531110	Lessors of Residential Buildings and Dwellings	\$22,438.50	0.00%	99.99%
481211	Nonscheduled Chartered Passenger Air Transportation	\$21,210.00	0.00%	99.99%
812210	Funeral Homes and Funeral Services	\$20,000.00	0.00%	99.99%
444230	Outdoor Power Equipment Retailers	\$19,006.03	0.00%	99.99%
312112	Bottled Water Manufacturing	\$18,311.37	0.00%	99.99%
336340	Motor Vehicle Brake System Manufacturing	\$15,501.44	0.00%	99.99%
722511	Full-Service Restaurants	\$15,000.00	0.00%	100.00%
611420	Computer Training	\$13,892.25	0.00%	100.00%
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$13,500.00	0.00%	100.00%
339113	Surgical Appliance and Supplies Manufacturing	\$13,484.64	0.00%	100.00%
811122	Automotive Glass Replacement Shops	\$13,224.07	0.00%	100.00%
337127	Institutional Furniture Manufacturing	\$12,575.00	0.00%	100.00%
541870	Advertising Material Distribution Services	\$11,295.19	0.00%	100.00%
443142	Electronics Stores	\$11,140.12	0.00%	100.00%
339112	Janitorial Services	\$10,000.00	0.00%	100.00%
326299	All Other Rubber Product Manufacturing	\$8,143.71	0.00%	100.00%
333993	Packaging Machinery Manufacturing	\$7,500.00	0.00%	100.00%
524298	All Other Insurance Related Activities	\$7,500.00	0.00%	100.00%
327390	Other Concrete Product Manufacturing	\$6,786.06	0.00%	100.00%
213112	Support Activities for Oil and Gas Operations	\$6,108.23	0.00%	100.00%
334111	Electronic Computer Manufacturing	\$5,740.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
711219	Other Spectator Sports	\$5,029.20	0.00%	100.00%
713290	Other Gambling Industries	\$4,528.00	0.00%	100.00%
111422	Floriculture Production	\$4,220.84	0.00%	100.00%
237311	Highway, Street, and Bridge Construction	\$3,500.00	0.00%	100.00%
212321	Construction Sand and Gravel Mining	\$3,110.95	0.00%	100.00%
424920	Book, Periodical, and Newspaper Merchant Wholesalers	\$1,979.60	0.00%	100.00%
311520	Ice Cream and Frozen Dessert Manufacturing	\$1,822.50	0.00%	100.00%
485320	Limousine Service	\$1,752.75	0.00%	100.00%
541890	Other Services Related to Advertising	\$1,703.75	0.00%	100.00%
924110	Administration of Air and Water Resource and Solid Waste Management Programs	\$1,500.00	0.00%	100.00%
622310	Specialty (except Psychiatric and Substance Abuse) Hospitals	\$412.04	0.00%	100.00%
Total		\$3,485,517,838.55	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE A-2.
MONTGOMERY COUNTY, MD PRODUCT MARKET AREA
CONSTRUCTION NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
236220	Commercial and Institutional Building Construction	\$479,095,626.68	43.92%	43.92%
237310	Highway, Street, and Bridge Construction	\$181,096,102.65	16.60%	60.51%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$71,336,651.89	6.54%	67.05%
237110	Water and Sewer Line and Related Structures Construction	\$48,462,376.12	4.44%	71.50%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$45,739,053.97	4.19%	75.69%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
237990	Other Heavy and Civil Engineering Construction	\$44,919,175.58	4.12%	79.81%
238290	Other Building Equipment Contractors	\$38,508,985.36	3.53%	83.34%
238160	Roofing Contractors	\$32,349,815.95	2.97%	86.30%
238110	Poured Concrete Foundation and Structure Contractors	\$24,043,638.57	2.20%	88.50%
327331	Concrete Block and Brick Manufacturing	\$20,125,583.80	1.84%	90.35%
238990	All Other Specialty Trade Contractors	\$18,079,940.03	1.66%	92.01%
238910	Site Preparation Contractors	\$12,559,025.49	1.15%	93.16%
488490	Other Support Activities for Road Transportation	\$8,208,477.79	0.75%	93.91%
324121	Asphalt Paving Mixture and Block Manufacturing	\$7,945,840.21	0.73%	94.64%
236210	Industrial Building Construction	\$7,091,577.00	0.65%	95.29%
221210	Natural Gas Distribution	\$6,206,262.98	0.57%	95.86%
237130	Power and Communication Line and Related Structures Construction	\$4,315,585.63	0.40%	96.25%
238320	Painting and Wall Covering Contractors	\$3,859,237.01	0.35%	96.61%
484110	General Freight Trucking, Local	\$3,163,160.84	0.29%	96.90%
238310	Drywall and Insulation Contractors	\$3,155,798.47	0.29%	97.19%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$2,956,528.46	0.27%	97.46%
541330	Engineering Services	\$2,850,425.01	0.26%	97.72%
561320	Temporary Help Services	\$2,160,324.03	0.20%	97.92%
238140	Masonry Contractors	\$2,027,217.20	0.19%	98.10%
321999	All Other Miscellaneous Wood Product Manufacturing	\$1,859,761.00	0.17%	98.27%
561740	Carpet and Upholstery Cleaning Services	\$1,786,664.33	0.16%	98.44%
561990	All Other Support Services	\$1,676,439.63	0.15%	98.59%
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related	\$1,630,680.77	0.15%	98.74%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
	Equipment Merchant Wholesalers			
238150	Glass and Glazing Contractors	\$1,140,775.44	0.10%	98.84%
221320	Sewage Treatment Facilities	\$1,070,985.31	0.10%	98.94%
457210	Fuel Dealers	\$920,585.00	0.08%	99.03%
237312	Highway, Street, and Bridge Construction	\$813,784.04	0.07%	99.10%
484121	General Freight Trucking, Long-Distance, Truckload	\$650,283.10	0.06%	99.16%
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers	\$646,613.95	0.06%	99.22%
444180	Other Building Material Dealers	\$635,142.00	0.06%	99.28%
561730	Landscaping Services	\$622,844.92	0.06%	99.34%
541320	Landscape Architectural Services	\$565,659.35	0.05%	99.39%
238330	Flooring Contractors	\$565,465.82	0.05%	99.44%
541350	Building Inspection Services	\$546,109.01	0.05%	99.49%
561210	Facilities Support Services	\$516,704.00	0.05%	99.54%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$438,701.16	0.04%	99.58%
238120	Structural Steel and Precast Concrete Contractors	\$420,435.21	0.04%	99.62%
115112	Soil Preparation, Planting, and Cultivating	\$345,823.00	0.03%	99.65%
449121	Floor Covering Retailers	\$317,754.45	0.03%	99.68%
238190	Other Foundation, Structure, and Building Exterior Contractors	\$314,919.08	0.03%	99.71%
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	\$267,750.00	0.02%	99.73%
423840	Industrial Supplies Merchant Wholesalers	\$259,431.98	0.02%	99.75%
221111	Hydroelectric Power Generation	\$239,755.99	0.02%	99.78%
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	\$211,337.00	0.02%	99.80%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
237313	Highway, Street, and Bridge Construction	\$141,514.10	0.01%	99.81%
238390	Other Building Finishing Contractors	\$132,556.05	0.01%	99.82%
238350	Finish Carpentry Contractors	\$122,702.00	0.01%	99.83%
541620	Environmental Consulting Services	\$113,833.10	0.01%	99.84%
488999	All Other Support Activities for Transportation	\$111,432.00	0.01%	99.85%
237314	Highway, Street, and Bridge Construction	\$109,341.10	0.01%	99.86%
237315	Highway, Street, and Bridge Construction	\$100,017.90	0.01%	99.87%
323111	Commercial Printing (except Screen and Books)	\$99,675.00	0.01%	99.88%
332312	Fabricated Structural Metal Manufacturing	\$94,368.04	0.01%	99.89%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$91,000.00	0.01%	99.90%
811111	General Automotive Repair	\$90,022.21	0.01%	99.91%
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing	\$83,760.06	0.01%	99.91%
561790	Other Services to Buildings and Dwellings	\$83,635.84	0.01%	99.92%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$76,320.00	0.01%	99.93%
541370	Surveying and Mapping (except Geophysical) Services	\$75,107.10	0.01%	99.93%
339950	Sign Manufacturing	\$70,969.46	0.01%	99.94%
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance	\$70,000.00	0.01%	99.95%
561311	Employment Placement Agencies	\$67,971.75	0.01%	99.95%
541618	Other Management Consulting Services	\$67,038.06	0.01%	99.96%
562910	Remediation Services	\$62,444.38	0.01%	99.97%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
562998	All Other Miscellaneous Waste Management Services	\$52,260.00	0.00%	99.97%
541211	Offices of Certified Public Accountants	\$48,101.34	0.00%	99.98%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$46,525.20	0.00%	99.98%
541690	Other Scientific and Technical Consulting Services	\$40,890.31	0.00%	99.98%
236115	New Single-Family Housing Construction (except For-Sale Builders)	\$38,425.00	0.00%	99.99%
314120	Curtain and Linen Mills	\$25,702.00	0.00%	99.99%
541512	Computer Systems Design Services	\$24,977.75	0.00%	99.99%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$18,026.87	0.00%	99.99%
541990	All Other Professional, Scientific, and Technical Services	\$13,737.50	0.00%	99.99%
562219	Other Nonhazardous Waste Treatment and Disposal	\$13,713.90	0.00%	100.00%
443142	Electronics Stores	\$11,140.12	0.00%	100.00%
424120	Stationery and Office Supplies Merchant Wholesalers	\$10,557.25	0.00%	100.00%
531210	Offices of Real Estate Agents and Brokers	\$8,270.00	0.00%	100.00%
327390	Other Concrete Product Manufacturing	\$6,786.06	0.00%	100.00%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$4,558.68	0.00%	100.00%
237311	Highway, Street, and Bridge Construction	\$3,500.00	0.00%	100.00%
444140	Hardware Retailers	\$3,203.00	0.00%	100.00%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$1,918.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423440	Other Commercial Equipment Merchant Wholesalers	\$127.00	0.00%	100.00%
561720	Janitorial Services	\$72.50	0.00%	100.00%
624110	Child and Youth Services	\$0.62	0.00%	100.00%
Total		\$1,090,957,017.51	100%	100%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE A-3.
MONTGOMERY COUNTY, MD PRODUCT MARKET AREA
PROFESSIONAL SERVICES NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541330	Engineering Services	\$199,108,957.44	21.21%	21.21%
541690	Other Scientific and Technical Consulting Services	\$112,156,514.68	11.95%	33.15%
541511	Custom Computer Programming Services	\$81,566,695.08	8.69%	41.84%
541519	Other Computer Related Services	\$79,402,334.61	8.46%	50.30%
621330	Offices of Mental Health Practitioners (except Physicians)	\$60,697,594.59	6.46%	56.76%
541612	Human Resources Consulting Services	\$46,401,349.04	4.94%	61.70%
524210	Insurance Agencies and Brokerages	\$44,914,967.98	4.78%	66.49%
541310	Architectural Services	\$44,325,229.11	4.72%	71.21%
541611	Administrative Management and General Management Consulting Services	\$25,259,539.44	2.69%	73.90%
621610	Home Health Care Services	\$23,982,111.36	2.55%	76.45%
624190	Other Individual and Family Services	\$18,526,933.64	1.97%	78.43%
611430	Professional and Management Development Training	\$17,388,295.97	1.85%	80.28%
624120	Services for the Elderly and Persons with Disabilities	\$11,045,276.68	1.18%	81.45%
532420	Office Machinery and Equipment Rental and Leasing	\$10,696,932.06	1.14%	82.59%
541618	Other Management Consulting Services	\$9,909,065.19	1.06%	83.65%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
624230	Emergency and Other Relief Services	\$7,282,386.29	0.78%	84.42%
541350	Building Inspection Services	\$6,843,856.63	0.73%	85.15%
541620	Environmental Consulting Services	\$6,267,290.70	0.67%	85.82%
621210	Offices of Dentists	\$6,100,700.97	0.65%	86.47%
624210	Community Food Services	\$6,062,805.20	0.65%	87.12%
624110	Child and Youth Services	\$5,818,492.30	0.62%	87.74%
525910	Open-End Investment Funds	\$5,675,549.82	0.60%	88.34%
622110	General Medical and Surgical Hospitals	\$5,484,000.58	0.58%	88.92%
541930	Translation and Interpretation Services	\$5,295,961.84	0.56%	89.49%
532412	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	\$5,128,291.22	0.55%	90.03%
621511	Medical Laboratories	\$5,111,927.85	0.54%	90.58%
621498	All Other Outpatient Care Centers	\$5,069,101.65	0.54%	91.12%
541820	Public Relations Agencies	\$4,614,364.56	0.49%	91.61%
541219	Other Accounting Services	\$4,301,219.91	0.46%	92.07%
541613	Marketing Consulting Services	\$4,120,816.70	0.44%	92.51%
531390	Other Activities Related to Real Estate	\$3,594,077.75	0.38%	92.89%
621910	Ambulance Services	\$3,216,803.96	0.34%	93.23%
423840	Industrial Supplies Merchant Wholesalers	\$2,670,113.65	0.28%	93.52%
611620	Sports and Recreation Instruction	\$2,662,655.83	0.28%	93.80%
238910	Site Preparation Contractors	\$2,535,223.11	0.27%	94.07%
541211	Offices of Certified Public Accountants	\$2,401,151.38	0.26%	94.33%
621111	Offices of Physicians (except Mental Health Specialists)	\$2,244,579.47	0.24%	94.57%
624310	Vocational Rehabilitation Services	\$2,213,121.20	0.24%	94.80%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$1,983,495.34	0.21%	95.01%
541512	Computer Systems Design Services	\$1,924,773.77	0.21%	95.22%
611710	Educational Support Services	\$1,619,348.61	0.17%	95.39%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561410	Document Preparation Services	\$1,579,598.49	0.17%	95.56%
541360	Geophysical Surveying and Mapping Services	\$1,518,618.42	0.16%	95.72%
237990	Other Heavy and Civil Engineering Construction	\$1,446,619.30	0.15%	95.87%
541990	All Other Professional, Scientific, and Technical Services	\$1,372,406.19	0.15%	96.02%
485999	All Other Transit and Ground Passenger Transportation	\$1,366,645.58	0.15%	96.17%
621399	Offices of All Other Miscellaneous Health Practitioners	\$1,336,434.17	0.14%	96.31%
541410	Interior Design Services	\$1,276,410.65	0.14%	96.44%
541110	Offices of Lawyers	\$1,165,655.56	0.12%	96.57%
541380	Testing Laboratories and Services	\$1,146,183.41	0.12%	96.69%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$1,117,728.37	0.12%	96.81%
621310	Offices of Chiropractors	\$1,099,677.73	0.12%	96.93%
611519	Other Technical and Trade Schools	\$1,091,865.00	0.12%	97.04%
238310	Drywall and Insulation Contractors	\$1,082,175.34	0.12%	97.16%
523940	Portfolio Management and Investment Advice	\$1,036,434.56	0.11%	97.27%
541199	All Other Legal Services	\$1,026,490.54	0.11%	97.38%
561311	Employment Placement Agencies	\$1,010,537.55	0.11%	97.49%
611691	Exam Preparation and Tutoring	\$1,000,332.62	0.11%	97.59%
624229	Other Community Housing Services	\$999,160.10	0.11%	97.70%
532111	Passenger Car Rental	\$920,407.00	0.10%	97.80%
541614	Process, Physical Distribution, and Logistics Consulting Services	\$883,139.43	0.09%	97.89%
541940	Veterinary Services	\$833,315.09	0.09%	97.98%
621512	Diagnostic Imaging Centers	\$820,202.34	0.09%	98.07%
485119	Other Urban Transit Systems	\$811,325.68	0.09%	98.15%
237310	Highway, Street, and Bridge Construction	\$729,562.92	0.08%	98.23%
624221	Temporary Shelters	\$718,183.25	0.08%	98.31%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
623210	Residential Intellectual and Developmental Disability Facilities	\$706,754.81	0.08%	98.38%
624410	Child Care Services	\$706,436.20	0.08%	98.46%
531311	Residential Property Managers	\$661,420.10	0.07%	98.53%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$660,904.34	0.07%	98.60%
561720	Janitorial Services	\$653,393.41	0.07%	98.67%
238330	Flooring Contractors	\$604,894.22	0.06%	98.73%
611699	All Other Miscellaneous Schools and Instruction	\$576,279.52	0.06%	98.79%
541430	Graphic Design Services	\$574,667.93	0.06%	98.86%
621492	Kidney Dialysis Centers	\$539,195.00	0.06%	98.91%
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	\$404,282.00	0.04%	98.96%
337211	Wood Office Furniture Manufacturing	\$390,785.54	0.04%	99.00%
561790	Other Services to Buildings and Dwellings	\$379,244.06	0.04%	99.04%
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	\$368,219.28	0.04%	99.08%
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$359,421.83	0.04%	99.12%
238150	Glass and Glazing Contractors	\$351,706.98	0.04%	99.15%
561730	Landscaping Services	\$346,419.54	0.04%	99.19%
323120	Support Activities for Printing	\$316,611.02	0.03%	99.22%
531210	Offices of Real Estate Agents and Brokers	\$300,675.92	0.03%	99.26%
623220	Residential Mental Health and Substance Abuse Facilities	\$287,270.00	0.03%	99.29%
236220	Commercial and Institutional Building Construction	\$247,825.00	0.03%	99.31%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541370	Surveying and Mapping (except Geophysical) Services	\$246,833.78	0.03%	99.34%
523150	Investment Banking and Securities Intermediation	\$240,000.00	0.03%	99.36%
541910	Marketing Research and Public Opinion Polling	\$225,488.25	0.02%	99.39%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$220,872.96	0.02%	99.41%
621420	Outpatient Mental Health and Substance Abuse Centers	\$206,543.38	0.02%	99.43%
541810	Advertising Agencies	\$203,390.55	0.02%	99.46%
532289	All Other Consumer Goods Rental	\$197,398.03	0.02%	99.48%
531320	Offices of Real Estate Appraisers	\$196,800.35	0.02%	99.50%
541320	Landscape Architectural Services	\$181,503.47	0.02%	99.52%
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	\$169,932.00	0.02%	99.53%
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$167,806.97	0.02%	99.55%
517112	Wireless Telecommunications Carriers (except Satellite)	\$167,727.67	0.02%	99.57%
484110	General Freight Trucking, Local	\$162,877.86	0.02%	99.59%
238160	Roofing Contractors	\$161,342.59	0.02%	99.60%
623311	Continuing Care Retirement Communities	\$157,959.00	0.02%	99.62%
813311	Human Rights Organizations	\$150,700.00	0.02%	99.64%
561612	Security Guards and Patrol Services	\$150,592.24	0.02%	99.65%
488510	Freight Transportation Arrangement	\$140,696.70	0.01%	99.67%
516210	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	\$130,850.00	0.01%	99.68%
623990	Other Residential Care Facilities	\$124,640.32	0.01%	99.70%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	\$124,574.52	0.01%	99.71%
237130	Power and Communication Line and Related Structures Construction	\$122,308.07	0.01%	99.72%
424120	Stationery and Office Supplies Merchant Wholesalers	\$121,771.50	0.01%	99.74%
492110	Couriers and Express Delivery Services	\$109,652.81	0.01%	99.75%
456199	All Other Health and Personal Care Retailers	\$99,217.13	0.01%	99.76%
423710	Hardware Merchant Wholesalers	\$99,199.41	0.01%	99.77%
561920	Convention and Trade Show Organizers	\$97,025.36	0.01%	99.78%
922160	Fire Protection	\$97,022.70	0.01%	99.79%
525120	Health and Welfare Funds	\$95,655.00	0.01%	99.80%
562910	Remediation Services	\$95,092.30	0.01%	99.81%
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$90,181.28	0.01%	99.82%
541720	Research and Development in the Social Sciences and Humanities	\$86,743.84	0.01%	99.83%
621320	Offices of Optometrists	\$86,171.25	0.01%	99.84%
323111	Commercial Printing (except Screen and Books)	\$85,598.91	0.01%	99.85%
541714	Research and Development in Biotechnology (except Nanobiotechnology)	\$79,228.01	0.01%	99.85%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$76,031.16	0.01%	99.86%
523999	Miscellaneous Financial Investment Activities	\$75,988.00	0.01%	99.87%
621493	Freestanding Ambulatory Surgical and Emergency Centers	\$75,575.46	0.01%	99.88%
423420	Office Equipment Merchant Wholesalers	\$69,594.70	0.01%	99.89%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	\$68,321.93	0.01%	99.89%
541850	Indoor and Outdoor Display Advertising	\$64,914.00	0.01%	99.90%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
238990	All Other Specialty Trade Contractors	\$64,794.00	0.01%	99.91%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$63,097.51	0.01%	99.91%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$62,064.81	0.01%	99.92%
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	\$54,108.77	0.01%	99.93%
611610	Fine Arts Schools	\$49,700.00	0.01%	99.93%
811198	All Other Automotive Repair and Maintenance	\$43,629.00	0.00%	99.94%
444240	Nursery, Garden Center, and Farm Supply Retailers	\$43,350.00	0.00%	99.94%
713940	Fitness and Recreational Sports Centers	\$42,740.00	0.00%	99.95%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$41,003.06	0.00%	99.95%
524114	Direct Health and Medical Insurance Carriers	\$40,428.80	0.00%	99.95%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$34,747.00	0.00%	99.96%
522291	Consumer Lending	\$29,500.00	0.00%	99.96%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$28,220.30	0.00%	99.96%
562112	Hazardous Waste Collection	\$27,965.93	0.00%	99.97%
812191	Diet and Weight Reducing Centers	\$27,250.69	0.00%	99.97%
541420	Industrial Design Services	\$26,272.50	0.00%	99.97%
621999	All Other Miscellaneous Ambulatory Health Care Services	\$24,945.24	0.00%	99.98%
722320	Caterers	\$24,141.75	0.00%	99.98%
531110	Lessors of Residential Buildings and Dwellings	\$22,438.50	0.00%	99.98%
485991	Special Needs Transportation	\$22,228.07	0.00%	99.98%
333248	All Other Industrial Machinery Manufacturing	\$20,077.20	0.00%	99.98%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561990	All Other Support Services	\$16,806.48	0.00%	99.99%
561110	Office Administrative Services	\$15,982.40	0.00%	99.99%
562211	Hazardous Waste Treatment and Disposal	\$15,683.10	0.00%	99.99%
237110	Water and Sewer Line and Related Structures Construction	\$14,458.00	0.00%	99.99%
611420	Computer Training	\$13,892.25	0.00%	99.99%
562219	Other Nonhazardous Waste Treatment and Disposal	\$12,932.00	0.00%	99.99%
561312	Executive Search Services	\$11,191.72	0.00%	100.00%
561320	Temporary Help Services	\$7,550.00	0.00%	100.00%
524298	All Other Insurance Related Activities	\$7,500.00	0.00%	100.00%
562119	Other Waste Collection	\$4,800.00	0.00%	100.00%
713290	Other Gambling Industries	\$4,528.00	0.00%	100.00%
711510	Independent Artists, Writers, and Performers	\$4,440.00	0.00%	100.00%
541490	Other Specialized Design Services	\$2,160.90	0.00%	100.00%
485320	Limousine Service	\$1,752.75	0.00%	100.00%
541890	Other Services Related to Advertising	\$1,703.75	0.00%	100.00%
924110	Administration of Air and Water Resource and Solid Waste Management Programs	\$1,500.00	0.00%	100.00%
323113	Commercial Screen Printing	\$1,425.81	0.00%	100.00%
812910	Pet Care (except Veterinary) Services	\$1,250.00	0.00%	100.00%
238110	Poured Concrete Foundation and Structure Contractors	\$984.21	0.00%	100.00%
622310	Specialty (except Psychiatric and Substance Abuse) Hospitals	\$412.04	0.00%	100.00%
Total		\$938,906,903.15	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE A-4.
MONTGOMERY COUNTY, MD PRODUCT MARKET AREA
OTHER SERVICES NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
562111	Solid Waste Collection	\$99,909,716.20	10.48%	10.48%
516110	Radio Broadcasting Stations	\$71,356,885.00	7.48%	17.96%
561910	Packaging and Labeling Services	\$71,061,598.51	7.45%	25.41%
561730	Landscaping Services	\$66,497,921.91	6.97%	32.39%
811111	General Automotive Repair	\$66,342,908.14	6.96%	39.35%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$63,824,548.93	6.69%	46.04%
562920	Materials Recovery Facilities	\$47,735,928.56	5.01%	51.05%
561720	Janitorial Services	\$38,919,245.82	4.08%	55.13%
922160	Fire Protection	\$33,743,565.89	3.54%	58.67%
812930	Parking Lots and Garages	\$29,186,733.74	3.06%	61.73%
485113	Bus and Other Motor Vehicle Transit Systems	\$27,273,556.96	2.86%	64.59%
561612	Security Guards and Patrol Services	\$24,097,471.78	2.53%	67.12%
561621	Security Systems Services (except Locksmiths)	\$21,718,228.28	2.28%	69.39%
562119	Other Waste Collection	\$17,600,045.44	1.85%	71.24%
485991	Special Needs Transportation	\$16,276,429.70	1.71%	72.95%
517112	Wireless Telecommunications Carriers (except Satellite)	\$14,524,942.58	1.52%	74.47%
561311	Employment Placement Agencies	\$13,938,658.91	1.46%	75.93%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$13,406,427.70	1.41%	77.34%
921190	Other General Government Support	\$11,770,109.78	1.23%	78.57%
561790	Other Services to Buildings and Dwellings	\$10,246,971.83	1.07%	79.65%
485310	Taxi and Ridesharing Services	\$10,063,737.30	1.06%	80.70%
561320	Temporary Help Services	\$10,040,874.87	1.05%	81.76%
513210	Software Publishers	\$8,974,908.10	0.94%	82.70%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	\$8,895,048.84	0.93%	83.63%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561591	Convention and Visitors Bureaus	\$7,558,841.91	0.79%	84.42%
561990	All Other Support Services	\$7,322,759.39	0.77%	85.19%
811114	Specialized Automotive Repair	\$7,240,590.27	0.76%	85.95%
457120	Other Gasoline Stations	\$7,215,589.64	0.76%	86.71%
923120	Administration of Public Health Programs	\$6,859,201.35	0.72%	87.43%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$6,704,584.83	0.70%	88.13%
721110	Hotels (except Casino Hotels) and Motels	\$6,131,001.02	0.64%	88.77%
541330	Engineering Services	\$5,835,234.22	0.61%	89.39%
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	\$5,534,130.41	0.58%	89.97%
562910	Remediation Services	\$5,343,156.70	0.56%	90.53%
562211	Hazardous Waste Treatment and Disposal	\$4,896,317.53	0.51%	91.04%
488490	Other Support Activities for Road Transportation	\$4,856,124.53	0.51%	91.55%
813319	Other Social Advocacy Organizations	\$4,704,474.75	0.49%	92.04%
423410	Photographic Equipment and Supplies Merchant Wholesalers	\$4,677,614.74	0.49%	92.53%
926120	Regulation and Administration of Transportation Programs	\$4,081,269.60	0.43%	92.96%
922140	Correctional Institutions	\$3,915,795.58	0.41%	93.37%
517810	All Other Telecommunications	\$3,625,232.39	0.38%	93.75%
484210	Used Household and Office Goods Moving	\$2,897,951.69	0.30%	94.06%
713990	All Other Amusement and Recreation Industries	\$2,676,186.07	0.28%	94.34%
811192	Car Washes	\$2,510,438.71	0.26%	94.60%
441330	Automotive Parts and Accessories Retailers	\$2,480,571.13	0.26%	94.86%
561110	Office Administrative Services	\$2,209,803.27	0.23%	95.09%
541511	Custom Computer Programming Services	\$1,838,903.60	0.19%	95.28%
812331	Linen Supply	\$1,813,339.40	0.19%	95.47%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$1,687,701.01	0.18%	95.65%
811198	All Other Automotive Repair and Maintenance	\$1,585,660.35	0.17%	95.82%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
485999	All Other Transit and Ground Passenger Transportation	\$1,574,929.02	0.17%	95.98%
811210	Electronic and Precision Equipment Repair and Maintenance	\$1,504,280.33	0.16%	96.14%
624229	Other Community Housing Services	\$1,445,964.07	0.15%	96.29%
561499	All Other Business Support Services	\$1,428,381.00	0.15%	96.44%
561710	Exterminating and Pest Control Services	\$1,401,034.15	0.15%	96.59%
812320	Drycleaning and Laundry Services (except Coin-Operated)	\$1,330,193.29	0.14%	96.73%
561312	Executive Search Services	\$1,245,489.00	0.13%	96.86%
541519	Other Computer Related Services	\$1,220,023.20	0.13%	96.99%
562212	Solid Waste Landfill	\$1,109,113.60	0.12%	97.10%
541611	Administrative Management and General Management Consulting Services	\$1,056,040.00	0.11%	97.21%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$967,040.24	0.10%	97.32%
813410	Civic and Social Organizations	\$949,581.20	0.10%	97.42%
813212	Voluntary Health Organizations	\$949,310.08	0.10%	97.51%
541620	Environmental Consulting Services	\$895,195.54	0.09%	97.61%
316210	Footwear Manufacturing	\$832,235.20	0.09%	97.70%
238990	All Other Specialty Trade Contractors	\$805,161.08	0.08%	97.78%
488510	Freight Transportation Arrangement	\$785,032.28	0.08%	97.86%
813211	Grantmaking Foundations	\$726,654.08	0.08%	97.94%
513130	Book Publishers	\$721,864.24	0.08%	98.01%
922120	Police Protection	\$715,393.35	0.08%	98.09%
813312	Environment, Conservation and Wildlife Organizations	\$691,172.00	0.07%	98.16%
333998	All Other Miscellaneous General Purpose Machinery Manufacturing	\$658,462.29	0.07%	98.23%
541512	Computer Systems Design Services	\$566,545.23	0.06%	98.29%
484110	General Freight Trucking, Local	\$550,927.72	0.06%	98.35%
488410	Motor Vehicle Towing	\$517,210.80	0.05%	98.40%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
722513	Limited-Service Restaurants	\$506,773.44	0.05%	98.46%
611710	Educational Support Services	\$475,080.00	0.05%	98.51%
562998	All Other Miscellaneous Waste Management Services	\$472,963.03	0.05%	98.56%
561920	Convention and Trade Show Organizers	\$470,693.40	0.05%	98.60%
523940	Portfolio Management and Investment Advice	\$466,443.93	0.05%	98.65%
488999	All Other Support Activities for Transportation	\$437,053.92	0.05%	98.70%
519290	Web Search Portals and All Other Information Services	\$404,800.00	0.04%	98.74%
561422	Telemarketing Bureaus and Other Contact Centers	\$399,000.00	0.04%	98.78%
562991	Septic Tank and Related Services	\$379,266.99	0.04%	98.82%
561210	Facilities Support Services	\$337,953.81	0.04%	98.86%
516210	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	\$333,901.78	0.04%	98.89%
541990	All Other Professional, Scientific, and Technical Services	\$333,250.00	0.03%	98.93%
512191	Teleproduction and Other Postproduction Services	\$325,270.00	0.03%	98.96%
624221	Temporary Shelters	\$306,543.77	0.03%	99.00%
335910	Battery Manufacturing	\$289,482.65	0.03%	99.03%
711510	Independent Artists, Writers, and Performers	\$264,253.75	0.03%	99.05%
711211	Sports Teams and Clubs	\$262,853.73	0.03%	99.08%
541612	Human Resources Consulting Services	\$260,437.97	0.03%	99.11%
492210	Local Messengers and Local Delivery	\$256,550.00	0.03%	99.14%
485410	School and Employee Bus Transportation	\$247,897.50	0.03%	99.16%
921140	Executive and Legislative Offices, Combined	\$237,720.00	0.02%	99.19%
812910	Pet Care (except Veterinary) Services	\$227,096.25	0.02%	99.21%
811420	Reupholstery and Furniture Repair	\$220,186.42	0.02%	99.23%
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing	\$218,008.04	0.02%	99.26%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
624210	Community Food Services	\$216,187.00	0.02%	99.28%
811412	Appliance Repair and Maintenance	\$214,763.64	0.02%	99.30%
811121	Automotive Body, Paint, and Interior Repair and Maintenance	\$212,086.59	0.02%	99.32%
621210	Offices of Dentists	\$210,879.69	0.02%	99.35%
722515	Snack and Nonalcoholic Beverage Bars	\$210,122.05	0.02%	99.37%
722310	Food Service Contractors	\$201,478.78	0.02%	99.39%
561450	Credit Bureaus	\$200,100.00	0.02%	99.41%
513199	All Other Publishers	\$194,462.90	0.02%	99.43%
115210	Support Activities for Animal Production	\$187,468.00	0.02%	99.45%
541350	Building Inspection Services	\$183,321.42	0.02%	99.47%
561622	Locksmiths	\$182,358.14	0.02%	99.49%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$179,511.34	0.02%	99.51%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$176,054.36	0.02%	99.53%
541430	Graphic Design Services	\$173,514.22	0.02%	99.54%
561611	Investigation and Personal Background Check Services	\$168,317.24	0.02%	99.56%
562219	Other Nonhazardous Waste Treatment and Disposal	\$158,658.65	0.02%	99.58%
424120	Stationery and Office Supplies Merchant Wholesalers	\$158,039.41	0.02%	99.59%
611691	Exam Preparation and Tutoring	\$155,210.25	0.02%	99.61%
813110	Religious Organizations	\$153,933.49	0.02%	99.63%
813920	Professional Organizations	\$150,680.04	0.02%	99.64%
492110	Couriers and Express Delivery Services	\$150,309.00	0.02%	99.66%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$141,929.68	0.01%	99.67%
922190	Other Justice, Public Order, and Safety Activities	\$139,174.76	0.01%	99.69%
926110	Administration of General Economic Programs	\$138,801.10	0.01%	99.70%
236118	Residential Remodelers	\$138,157.26	0.01%	99.72%
236220	Commercial and Institutional Building Construction	\$138,157.26	0.01%	99.73%
517410	Satellite Telecommunications	\$135,800.15	0.01%	99.75%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
517111	Wired Telecommunications Carriers	\$131,900.00	0.01%	99.76%
325611	Soap and Other Detergent Manufacturing	\$120,846.62	0.01%	99.77%
237110	Water and Sewer Line and Related Structures Construction	\$109,992.85	0.01%	99.78%
561410	Document Preparation Services	\$104,365.99	0.01%	99.79%
561740	Carpet and Upholstery Cleaning Services	\$102,142.99	0.01%	99.81%
336612	Boat Building	\$99,117.63	0.01%	99.82%
524210	Insurance Agencies and Brokerages	\$97,500.00	0.01%	99.83%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$95,705.08	0.01%	99.84%
621330	Offices of Mental Health Practitioners (except Physicians)	\$93,000.00	0.01%	99.85%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$90,800.00	0.01%	99.86%
486990	All Other Pipeline Transportation	\$89,409.54	0.01%	99.86%
541720	Research and Development in the Social Sciences and Humanities	\$87,908.00	0.01%	99.87%
722330	Mobile Food Services	\$84,997.00	0.01%	99.88%
813219	Other Grantmaking and Giving Services	\$84,977.16	0.01%	99.89%
334118	Computer Terminal and Other Computer Peripheral Equipment Manufacturing	\$76,485.00	0.01%	99.90%
532112	Passenger Car Leasing	\$64,659.60	0.01%	99.91%
812220	Cemeteries and Crematories	\$53,546.81	0.01%	99.91%
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$52,658.95	0.01%	99.92%
921130	Public Finance Activities	\$48,990.00	0.01%	99.92%
512110	Motion Picture and Video Production	\$48,680.00	0.01%	99.93%
512290	Other Sound Recording Industries	\$46,600.00	0.00%	99.93%
541940	Veterinary Services	\$44,578.00	0.00%	99.94%
541618	Other Management Consulting Services	\$37,634.17	0.00%	99.94%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
517121	Telecommunications Resellers	\$33,284.00	0.00%	99.94%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$32,172.25	0.00%	99.95%
512240	Sound Recording Studios	\$31,317.00	0.00%	99.95%
624110	Child and Youth Services	\$29,592.50	0.00%	99.95%
512120	Motion Picture and Video Distribution	\$27,000.00	0.00%	99.96%
488210	Support Activities for Rail Transportation	\$26,250.00	0.00%	99.96%
561492	Court Reporting and Stenotype Services	\$25,706.28	0.00%	99.96%
541219	Other Accounting Services	\$25,052.24	0.00%	99.97%
812332	Industrial Launderers	\$22,665.32	0.00%	99.97%
611620	Sports and Recreation Instruction	\$22,660.00	0.00%	99.97%
562112	Hazardous Waste Collection	\$21,351.00	0.00%	99.97%
481211	Nonscheduled Chartered Passenger Air Transportation	\$21,210.00	0.00%	99.97%
444240	Nursery, Garden Center, and Farm Supply Retailers	\$20,427.80	0.00%	99.98%
624190	Other Individual and Family Services	\$20,000.00	0.00%	99.98%
812210	Funeral Homes and Funeral Services	\$20,000.00	0.00%	99.98%
238160	Roofing Contractors	\$18,696.70	0.00%	99.98%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$16,040.25	0.00%	99.98%
722511	Full-Service Restaurants	\$15,000.00	0.00%	99.99%
423840	Industrial Supplies Merchant Wholesalers	\$14,690.08	0.00%	99.99%
423440	Other Commercial Equipment Merchant Wholesalers	\$14,328.00	0.00%	99.99%
238910	Site Preparation Contractors	\$14,325.00	0.00%	99.99%
811122	Automotive Glass Replacement Shops	\$13,224.07	0.00%	99.99%
541690	Other Scientific and Technical Consulting Services	\$12,000.00	0.00%	99.99%
339112	Janitorial Services	\$10,000.00	0.00%	99.99%
813311	Human Rights Organizations	\$8,832.00	0.00%	100.00%
424350	Clothing and Clothing Accessories Merchant Wholesalers	\$8,400.00	0.00%	100.00%
519210	Libraries and Archives	\$7,650.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423710	Hardware Merchant Wholesalers	\$7,250.00	0.00%	100.00%
334111	Electronic Computer Manufacturing	\$5,740.00	0.00%	100.00%
711219	Other Spectator Sports	\$5,029.20	0.00%	100.00%
457210	Fuel Dealers	\$5,000.00	0.00%	100.00%
111422	Floriculture Production	\$4,220.84	0.00%	100.00%
238110	Poured Concrete Foundation and Structure Contractors	\$645.00	0.00%	100.00%
Total		\$953,485,383.57	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE A-5.
MONTGOMERY COUNTY, MD PRODUCT MARKET AREA
GOODS NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
336390	Other Motor Vehicle Parts Manufacturing	\$78,947,514.67	15.72%	15.72%
339950	Sign Manufacturing	\$46,225,684.42	9.21%	24.93%
335132	Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	\$28,664,050.93	5.71%	30.63%
457210	Fuel Dealers	\$26,649,304.22	5.31%	35.94%
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	\$23,360,055.20	4.65%	40.59%
324121	Asphalt Paving Mixture and Block Manufacturing	\$21,081,254.38	4.20%	44.79%
441110	New Car Dealers	\$16,104,909.68	3.21%	48.00%
457120	Other Gasoline Stations	\$15,133,548.67	3.01%	51.01%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$14,635,026.87	2.91%	53.93%
333998	All Other Miscellaneous General Purpose Machinery Manufacturing	\$11,526,861.80	2.30%	56.22%
424120	Stationery and Office Supplies Merchant Wholesalers	\$10,138,063.84	2.02%	58.24%
459110	Sporting Goods Retailers	\$10,080,526.96	2.01%	60.25%
423840	Industrial Supplies Merchant Wholesalers	\$9,751,561.52	1.94%	62.19%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423130	Tire and Tube Merchant Wholesalers	\$8,843,231.42	1.76%	63.95%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$8,428,956.44	1.68%	65.63%
423210	Furniture Merchant Wholesalers	\$8,419,409.54	1.68%	67.31%
441330	Automotive Parts and Accessories Retailers	\$8,405,308.12	1.67%	68.98%
327992	Ground or Treated Mineral and Earth Manufacturing	\$8,247,524.13	1.64%	70.62%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$8,011,061.28	1.60%	72.22%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$7,757,977.95	1.54%	73.76%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$7,564,153.01	1.51%	75.27%
456110	Pharmacies and Drug Retailers	\$7,420,127.65	1.48%	76.75%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$7,391,828.23	1.47%	78.22%
922160	Fire Protection	\$7,383,767.46	1.47%	79.69%
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$7,213,690.88	1.44%	81.13%
333248	All Other Industrial Machinery Manufacturing	\$6,395,497.80	1.27%	82.40%
212390	Other Nonmetallic Mineral Mining and Quarrying	\$4,574,858.95	0.91%	83.31%
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing	\$4,505,039.17	0.90%	84.21%
333921	Elevator and Moving Stairway Manufacturing	\$4,475,490.74	0.89%	85.10%
336120	Heavy Duty Truck Manufacturing	\$3,963,125.06	0.79%	85.89%
315250	Cut and Sew Apparel Manufacturing (except Contractors)	\$3,397,792.75	0.68%	86.56%
336211	Motor Vehicle Body Manufacturing	\$3,386,336.00	0.67%	87.24%
327910	Abrasive Product Manufacturing	\$3,073,633.20	0.61%	87.85%
335921	Fiber Optic Cable Manufacturing	\$3,069,186.53	0.61%	88.46%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
458110	Clothing and Clothing Accessories Retailers	\$2,927,540.08	0.58%	89.04%
332993	Ammunition (except Small Arms) Manufacturing	\$2,843,058.21	0.57%	89.61%
449110	Furniture Retailers	\$2,661,501.19	0.53%	90.14%
484110	General Freight Trucking, Local	\$2,388,891.50	0.48%	90.62%
424490	Other Grocery and Related Products Merchant Wholesalers	\$2,284,609.90	0.45%	91.07%
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	\$2,200,689.95	0.44%	91.51%
541519	Other Computer Related Services	\$2,105,730.91	0.42%	91.93%
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	\$1,957,387.56	0.39%	92.32%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$1,888,938.67	0.38%	92.69%
423440	Other Commercial Equipment Merchant Wholesalers	\$1,688,845.51	0.34%	93.03%
333310	Commercial and Service Industry Machinery Manufacturing	\$1,580,199.31	0.31%	93.35%
445110	Supermarkets and Other Grocery Retailers (except Convenience Retailers)	\$1,546,057.25	0.31%	93.65%
315210	Cut and Sew Apparel Contractors	\$1,474,011.21	0.29%	93.95%
561730	Landscaping Services	\$1,442,423.29	0.29%	94.23%
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$1,380,187.53	0.27%	94.51%
335139	Electric Lamp Bulb and Other Lighting Equipment Manufacturing	\$1,170,357.90	0.23%	94.74%
212319	Other Crushed and Broken Stone Mining and Quarrying	\$1,132,545.66	0.23%	94.97%
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	\$1,056,920.43	0.21%	95.18%
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	\$999,476.52	0.20%	95.38%
423930	Recyclable Material Merchant Wholesalers	\$974,316.33	0.19%	95.57%
334310	Audio and Video Equipment Manufacturing	\$940,559.06	0.19%	95.76%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
459420	Gift, Novelty, and Souvenir Retailers	\$920,567.65	0.18%	95.94%
811114	Specialized Automotive Repair	\$918,087.94	0.18%	96.12%
323111	Commercial Printing (except Screen and Books)	\$872,413.04	0.17%	96.30%
541330	Engineering Services	\$825,613.04	0.16%	96.46%
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	\$800,154.42	0.16%	96.62%
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	\$737,768.57	0.15%	96.77%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$722,278.70	0.14%	96.91%
322230	Stationery Product Manufacturing	\$702,146.50	0.14%	97.05%
323120	Support Activities for Printing	\$685,610.20	0.14%	97.19%
322299	All Other Converted Paper Product Manufacturing	\$680,513.16	0.14%	97.33%
334290	Other Communications Equipment Manufacturing	\$618,993.83	0.12%	97.45%
458210	Shoe Retailers	\$602,845.47	0.12%	97.57%
519210	Libraries and Archives	\$595,829.78	0.12%	97.69%
323113	Commercial Screen Printing	\$579,073.42	0.12%	97.80%
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$555,102.51	0.11%	97.91%
423740	Refrigeration Equipment and Supplies Merchant Wholesalers	\$460,670.44	0.09%	98.00%
424340	Footwear Merchant Wholesalers	\$450,636.92	0.09%	98.09%
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers	\$406,885.42	0.08%	98.18%
423920	Toy and Hobby Goods and Supplies Merchant Wholesalers	\$364,410.83	0.07%	98.25%
424350	Clothing and Clothing Accessories Merchant Wholesalers	\$357,182.02	0.07%	98.32%
424910	Farm Supplies Merchant Wholesalers	\$347,400.00	0.07%	98.39%
327320	Ready-Mix Concrete Manufacturing	\$342,886.86	0.07%	98.46%
321918	Other Millwork (including Flooring)	\$335,886.07	0.07%	98.52%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
424940	Tobacco Product and Electronic Cigarette Merchant Wholesalers	\$303,903.98	0.06%	98.58%
333924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing	\$291,960.29	0.06%	98.64%
334519	Other Measuring and Controlling Device Manufacturing	\$280,450.17	0.06%	98.70%
337214	Office Furniture (except Wood) Manufacturing	\$278,359.64	0.06%	98.75%
423420	Office Equipment Merchant Wholesalers	\$275,662.20	0.05%	98.81%
541410	Interior Design Services	\$252,178.56	0.05%	98.86%
441120	Used Car Dealers	\$244,850.00	0.05%	98.91%
322220	Paper Bag and Coated and Treated Paper Manufacturing	\$231,968.20	0.05%	98.95%
459999	All Other Miscellaneous Retailers	\$231,143.67	0.05%	99.00%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$218,684.50	0.04%	99.04%
459910	Pet and Pet Supplies Retailers	\$217,897.20	0.04%	99.09%
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	\$206,274.65	0.04%	99.13%
315990	Apparel Accessories and Other Apparel Manufacturing	\$206,078.98	0.04%	99.17%
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	\$203,386.97	0.04%	99.21%
812331	Linen Supply	\$200,638.05	0.04%	99.25%
332912	Fluid Power Valve and Hose Fitting Manufacturing	\$187,661.94	0.04%	99.29%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$177,421.00	0.04%	99.32%
333991	Power-Driven Handtool Manufacturing	\$175,229.07	0.03%	99.36%
488490	Other Support Activities for Road Transportation	\$174,978.61	0.03%	99.39%
334516	Analytical Laboratory Instrument Manufacturing	\$161,022.08	0.03%	99.42%
327215	Glass Product Manufacturing Made of Purchased Glass	\$159,592.00	0.03%	99.46%
561990	All Other Support Services	\$159,123.70	0.03%	99.49%
423490	Other Professional Equipment and Supplies Merchant Wholesalers	\$154,482.00	0.03%	99.52%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
441222	Boat Dealers	\$153,761.41	0.03%	99.55%
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	\$147,000.00	0.03%	99.58%
311811	Retail Bakeries	\$138,851.34	0.03%	99.61%
459210	Book Retailers and News Dealers	\$137,307.87	0.03%	99.63%
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	\$122,979.81	0.02%	99.66%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$106,000.00	0.02%	99.68%
237310	Highway, Street, and Bridge Construction	\$104,681.20	0.02%	99.70%
325611	Soap and Other Detergent Manufacturing	\$104,435.50	0.02%	99.72%
332510	Hardware Manufacturing	\$99,853.02	0.02%	99.74%
562119	Other Waste Collection	\$97,985.39	0.02%	99.76%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$93,137.10	0.02%	99.78%
423390	Other Construction Material Merchant Wholesalers	\$90,794.01	0.02%	99.80%
444140	Hardware Retailers	\$82,990.38	0.02%	99.81%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$78,832.27	0.02%	99.83%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$70,380.00	0.01%	99.84%
541490	Other Specialized Design Services	\$65,675.97	0.01%	99.86%
236220	Commercial and Institutional Building Construction	\$63,968.97	0.01%	99.87%
336411	Aircraft Manufacturing	\$56,990.00	0.01%	99.88%
561720	Janitorial Services	\$51,838.16	0.01%	99.89%
339920	Sporting and Athletic Goods Manufacturing	\$45,754.90	0.01%	99.90%
811111	General Automotive Repair	\$42,117.89	0.01%	99.91%
311111	Dog and Cat Food Manufacturing	\$40,134.60	0.01%	99.92%
621511	Medical Laboratories	\$39,258.75	0.01%	99.92%
326160	Plastics Bottle Manufacturing	\$38,793.35	0.01%	99.93%
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers	\$35,089.57	0.01%	99.94%
541110	Offices of Lawyers	\$32,640.00	0.01%	99.94%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
459410	Office Supplies and Stationery Retailers	\$29,242.06	0.01%	99.95%
325413	In-Vitro Diagnostic Substance Manufacturing	\$22,885.00	0.00%	99.95%
322211	Corrugated and Solid Fiber Box Manufacturing	\$22,634.73	0.00%	99.96%
541511	Custom Computer Programming Services	\$20,971.04	0.00%	99.96%
444230	Outdoor Power Equipment Retailers	\$19,006.03	0.00%	99.97%
312112	Bottled Water Manufacturing	\$18,311.37	0.00%	99.97%
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$18,000.00	0.00%	99.97%
336340	Motor Vehicle Brake System Manufacturing	\$15,501.44	0.00%	99.98%
561621	Security Systems Services (except Locksmiths)	\$15,500.00	0.00%	99.98%
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$13,500.00	0.00%	99.98%
339113	Surgical Appliance and Supplies Manufacturing	\$13,484.64	0.00%	99.99%
337127	Institutional Furniture Manufacturing	\$12,575.00	0.00%	99.99%
541870	Advertising Material Distribution Services	\$11,295.19	0.00%	99.99%
326299	All Other Rubber Product Manufacturing	\$8,143.71	0.00%	99.99%
333993	Packaging Machinery Manufacturing	\$7,500.00	0.00%	99.99%
213112	Support Activities for Oil and Gas Operations	\$6,108.23	0.00%	99.99%
562111	Solid Waste Collection	\$5,816.40	0.00%	100.00%
316210	Footwear Manufacturing	\$5,489.79	0.00%	100.00%
212321	Construction Sand and Gravel Mining	\$3,110.95	0.00%	100.00%
238390	Other Building Finishing Contractors	\$2,422.65	0.00%	100.00%
424920	Book, Periodical, and Newspaper Merchant Wholesalers	\$1,979.60	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
311520	Ice Cream and Frozen Dessert Manufacturing	\$1,822.50	0.00%	100.00%
561311	Employment Placement Agencies	\$1,500.00	0.00%	100.00%
456199	All Other Health and Personal Care Retailers	\$1,131.45	0.00%	100.00%
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	\$1,089.39	0.00%	100.00%
335910	Battery Manufacturing	\$1,050.00	0.00%	100.00%
541370	Surveying and Mapping (except Geophysical) Services	\$700.00	0.00%	100.00%
Total		\$502,168,534.32	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE A-6.
MONTGOMERY COUNTY, MD DOBE PRODUCT MARKET AREA
PROFESSIONAL SERVICES CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541330	Engineering Services	\$180,925.26	76.23%	76.23%
611620	Sports and Recreation Instruction	\$48,269.25	20.34%	96.57%
541370	Surveying and Mapping (except Geophysical) Services	\$8,149.12	3.43%	100.00%
Total		\$237,343.63	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021. Note: There was only utilization of DOBE firms within the professional services procurement category.



Appendix B

B. Detailed Market Area Analysis

TABLE B-1.
MONTGOMERY COUNTY, MD GEOGRAPHIC MARKET AREA
ALL FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, MD	\$ 1,225,113,168.53	35.15%	35.15%
PRINCE GEORGES COUNTY, MD	\$ 393,710,405.28	11.30%	46.44%
ANNE ARUNDEL COUNTY, MD	\$ 215,303,126.17	6.18%	52.62%
HOWARD COUNTY, MD	\$ 189,932,559.42	5.45%	58.07%
FAIRFAX COUNTY, VA	\$ 186,345,792.72	5.35%	63.42%
BALTIMORE CITY COUNTY, MD	\$ 133,958,618.44	3.84%	67.26%
BALTIMORE COUNTY, MD	\$ 124,480,976.05	3.57%	70.83%
FREDERICK COUNTY, MD	\$ 107,003,239.64	3.07%	73.90%
DISTRICT OF COLUMBIA COUNTY, DC	\$ 77,063,863.36	2.21%	76.11%
CARROLL COUNTY, MD	\$ 10,460,120.99	0.30%	76.41%
CHARLES COUNTY, MD	\$ 1,484,605.09	0.04%	76.46%
CALVERT COUNTY, MD	\$ 380,386.35	0.01%	76.47%
COOK COUNTY, IL	\$ 82,313,443.75	2.36%	78.83%
ALAMEDA COUNTY, CA	\$ 81,603,026.39	2.34%	81.17%
MARICOPA COUNTY, AZ	\$ 79,909,261.20	2.29%	83.46%
WELD COUNTY, CO	\$ 55,886,055.00	1.60%	85.06%
RICHMOND CITY COUNTY, VA	\$ 50,911,078.14	1.46%	86.53%
HALL COUNTY, GA	\$ 41,519,090.84	1.19%	87.72%
SOMERSET COUNTY, NJ	\$ 34,169,449.04	0.98%	88.70%
MIDDLESEX COUNTY, MA	\$ 21,822,240.59	0.63%	89.32%
FAUQUIER COUNTY, VA	\$ 19,866,074.18	0.57%	89.89%
PLACER COUNTY, CA	\$ 15,685,845.72	0.45%	90.34%
LOUDOUN COUNTY, VA	\$ 15,575,051.18	0.45%	90.79%
WICOMICO COUNTY, MD	\$ 13,989,418.81	0.40%	91.19%
CHAVES COUNTY, NM	\$ 13,664,985.51	0.39%	91.58%
KENT COUNTY, DE	\$ 11,603,154.69	0.33%	91.92%
WASHINGTON COUNTY, MD	\$ 11,092,822.87	0.32%	92.23%
JEFFERSON COUNTY, KY	\$ 10,725,768.56	0.31%	92.54%
CRAWFORD COUNTY, PA	\$ 10,469,658.59	0.30%	92.84%
ORANGE COUNTY, CA	\$ 10,059,376.91	0.29%	93.13%
HANOVER COUNTY, VA	\$ 9,954,433.04	0.29%	93.42%
KINGS COUNTY, NY	\$ 9,678,894.23	0.28%	93.69%
HARFORD COUNTY, MD	\$ 9,609,538.19	0.28%	93.97%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SPOTSYLVANIA COUNTY, VA	\$ 8,924,773.58	0.26%	94.23%
SUSSEX COUNTY, DE	\$ 8,512,288.00	0.24%	94.47%
ALLEGHENY COUNTY, PA	\$ 7,522,677.00	0.22%	94.69%
HAMILTON COUNTY, OH	\$ 7,242,531.02	0.21%	94.89%
FRANKLIN COUNTY, OH	\$ 7,149,358.44	0.21%	95.10%
MONTGOMERY COUNTY, AL	\$ 6,215,860.74	0.18%	95.28%
SAN MATEO COUNTY, CA	\$ 6,006,904.50	0.17%	95.45%
PRINCE WILLIAM COUNTY, VA	\$ 5,703,251.71	0.16%	95.61%
CONTRA COSTA COUNTY, CA	\$ 5,447,737.68	0.16%	95.77%
HENRICO COUNTY, VA	\$ 5,443,710.91	0.16%	95.93%
FAIRFAX CITY COUNTY, VA	\$ 5,395,626.17	0.15%	96.08%
COLE COUNTY, MO	\$ 5,244,409.50	0.15%	96.23%
NEW YORK COUNTY, NY	\$ 5,081,446.72	0.15%	96.38%
KING COUNTY, WA	\$ 4,697,911.92	0.13%	96.51%
MONTGOMERY COUNTY, PA	\$ 4,676,541.71	0.13%	96.65%
QUEEN ANNES COUNTY, MD	\$ 4,589,106.53	0.13%	96.78%
FULTON COUNTY, GA	\$ 4,190,537.08	0.12%	96.90%
DENVER COUNTY, CO	\$ 3,983,995.33	0.11%	97.01%
STAFFORD COUNTY, VA	\$ 3,279,872.37	0.09%	97.11%
LAKE COUNTY, IL	\$ 3,264,713.17	0.09%	97.20%
LOS ANGELES COUNTY, CA	\$ 3,215,529.44	0.09%	97.29%
PHILADELPHIA COUNTY, PA	\$ 2,909,389.61	0.08%	97.38%
SAN DIEGO COUNTY, CA	\$ 2,808,857.04	0.08%	97.46%
BURLINGTON COUNTY, NJ	\$ 2,784,983.01	0.08%	97.54%
INDEPENDENCE COUNTY, AR	\$ 2,636,750.08	0.08%	97.61%
DALLAS COUNTY, TX	\$ 2,630,494.69	0.08%	97.69%
DAVIDSON COUNTY, TN	\$ 2,565,350.93	0.07%	97.76%
SARASOTA COUNTY, FL	\$ 2,440,193.30	0.07%	97.83%
TRAVIS COUNTY, TX	\$ 2,312,860.82	0.07%	97.90%
DEKALB COUNTY, GA	\$ 2,231,000.21	0.06%	97.96%
IREDELL COUNTY, NC	\$ 2,037,115.04	0.06%	98.02%
HENNEPIN COUNTY, MN	\$ 2,020,887.14	0.06%	98.08%
BOULDER COUNTY, CO	\$ 2,006,430.28	0.06%	98.14%
DUVAL COUNTY, FL	\$ 1,984,738.10	0.06%	98.19%
UTAH COUNTY, UT	\$ 1,890,206.20	0.05%	98.25%
BROWN COUNTY, WI	\$ 1,797,919.04	0.05%	98.30%
ALEXANDRIA CITY COUNTY, VA	\$ 1,767,090.42	0.05%	98.35%
MONMOUTH COUNTY, NJ	\$ 1,758,489.98	0.05%	98.40%
PIMA COUNTY, AZ	\$ 1,658,268.10	0.05%	98.45%
DAKOTA COUNTY, MN	\$ 1,610,821.31	0.05%	98.49%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MANATEE COUNTY, FL	\$ 1,580,617.66	0.05%	98.54%
ARLINGTON COUNTY, VA	\$ 1,578,488.45	0.05%	98.58%
CHISAGO COUNTY, MN	\$ 1,548,096.00	0.04%	98.63%
CUMBERLAND COUNTY, PA	\$ 1,350,141.46	0.04%	98.67%
LINN COUNTY, IA	\$ 1,304,179.08	0.04%	98.70%
SUFFOLK COUNTY, NY	\$ 1,284,950.00	0.04%	98.74%
FAIRFIELD COUNTY, CT	\$ 1,203,281.97	0.03%	98.78%
CUYAHOGA COUNTY, OH	\$ 1,196,305.66	0.03%	98.81%
CHARLESTON COUNTY, SC	\$ 1,149,062.33	0.03%	98.84%
GWINNETT COUNTY, GA	\$ 1,043,896.52	0.03%	98.87%
NEWPORT COUNTY, RI	\$ 1,017,765.15	0.03%	98.90%
OAKLAND COUNTY, MI	\$ 975,753.85	0.03%	98.93%
YORK COUNTY, PA	\$ 949,082.56	0.03%	98.96%
MONROE COUNTY, NY	\$ 936,814.10	0.03%	98.98%
DANE COUNTY, WI	\$ 926,580.83	0.03%	99.01%
JEFFERSON COUNTY, ID	\$ 889,953.58	0.03%	99.04%
HUDSON COUNTY, NJ	\$ 882,659.89	0.03%	99.06%
ROCKDALE COUNTY, GA	\$ 834,120.94	0.02%	99.09%
DODGE COUNTY, NE	\$ 779,882.00	0.02%	99.11%
WAKE COUNTY, NC	\$ 775,945.85	0.02%	99.13%
MARION COUNTY, IN	\$ 756,295.95	0.02%	99.15%
CACHE COUNTY, UT	\$ 738,949.47	0.02%	99.17%
NEW CASTLE COUNTY, DE	\$ 704,406.86	0.02%	99.19%
KENT COUNTY, MI	\$ 682,891.92	0.02%	99.21%
WASHINGTON COUNTY, MN	\$ 644,420.99	0.02%	99.23%
ECTOR COUNTY, TX	\$ 603,026.05	0.02%	99.25%
MECKLENBURG COUNTY, NC	\$ 598,197.93	0.02%	99.27%
MORRIS COUNTY, NJ	\$ 589,395.55	0.02%	99.28%
GUILFORD COUNTY, NC	\$ 558,444.31	0.02%	99.30%
MIDDLESEX COUNTY, NJ	\$ 539,245.21	0.02%	99.31%
CAMDEN COUNTY, NJ	\$ 535,047.21	0.02%	99.33%
SACRAMENTO COUNTY, CA	\$ 532,457.30	0.02%	99.34%
SANTA BARBARA COUNTY, CA	\$ 507,776.13	0.01%	99.36%
NASSAU COUNTY, NY	\$ 491,577.89	0.01%	99.37%
HILLSBOROUGH COUNTY, FL	\$ 475,080.00	0.01%	99.39%
FREDERICK COUNTY, VA	\$ 467,949.00	0.01%	99.40%
SUFFOLK COUNTY, MA	\$ 467,414.54	0.01%	99.41%
SONOMA COUNTY, CA	\$ 449,558.51	0.01%	99.43%
SAN FRANCISCO COUNTY, CA	\$ 442,987.54	0.01%	99.44%
MIAMI-DADE COUNTY, FL	\$ 420,885.76	0.01%	99.45%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CENTRE COUNTY, PA	\$ 405,722.14	0.01%	99.46%
WASHTENAW COUNTY, MI	\$ 404,800.00	0.01%	99.47%
JAMES CITY COUNTY, VA	\$ 399,294.13	0.01%	99.49%
NEW LONDON COUNTY, CT	\$ 396,040.31	0.01%	99.50%
JACKSON COUNTY, MO	\$ 392,610.09	0.01%	99.51%
DELAWARE COUNTY, PA	\$ 384,556.53	0.01%	99.52%
BUCKS COUNTY, PA	\$ 366,831.75	0.01%	99.53%
NEW HAVEN COUNTY, CT	\$ 361,487.20	0.01%	99.54%
STRAFFORD COUNTY, NH	\$ 356,764.39	0.01%	99.55%
ARAPAHOE COUNTY, CO	\$ 354,411.36	0.01%	99.56%
CHEMUNG COUNTY, NY	\$ 350,000.00	0.01%	99.57%
DAVIDSON COUNTY, NC	\$ 349,985.87	0.01%	99.58%
SANTA CLARA COUNTY, CA	\$ 342,729.48	0.01%	99.59%
FRANKLIN COUNTY, PA	\$ 342,434.73	0.01%	99.60%
MULTNOMAH COUNTY, OR	\$ 339,500.00	0.01%	99.61%
BUTLER COUNTY, OH	\$ 333,430.60	0.01%	99.62%
ORLEANS COUNTY, LA	\$ 333,250.00	0.01%	99.63%
WESTCHESTER COUNTY, NY	\$ 312,911.78	0.01%	99.64%
WILLIAMSON COUNTY, TN	\$ 303,083.13	0.01%	99.65%
CLARK COUNTY, IN	\$ 293,380.05	0.01%	99.66%
MONTGOMERY COUNTY, OH	\$ 293,010.03	0.01%	99.66%
SAINT LOUIS COUNTY, MO	\$ 290,197.22	0.01%	99.67%
LUZERNE COUNTY, PA	\$ 283,342.02	0.01%	99.68%
ALLEGANY COUNTY, MD	\$ 281,705.06	0.01%	99.69%
OTTAWA COUNTY, MI	\$ 277,472.90	0.01%	99.70%
MILWAUKEE COUNTY, WI	\$ 268,072.33	0.01%	99.70%
MONROE COUNTY, PA	\$ 267,875.95	0.01%	99.71%
CECIL COUNTY, MD	\$ 267,103.00	0.01%	99.72%
SEMINOLE COUNTY, FL	\$ 259,094.54	0.01%	99.73%
JEFFERSON COUNTY, AL	\$ 247,874.31	0.01%	99.73%
ESSEX COUNTY, MA	\$ 247,413.40	0.01%	99.74%
BRONX COUNTY, NY	\$ 237,693.78	0.01%	99.75%
SOMERSET COUNTY, PA	\$ 220,277.39	0.01%	99.75%
MONTGOMERY COUNTY, TX	\$ 212,995.00	0.01%	99.76%
SUMTER COUNTY, AL	\$ 208,765.00	0.01%	99.77%
BOONE COUNTY, KY	\$ 202,987.02	0.01%	99.77%
GARRETT COUNTY, MD	\$ 198,970.65	0.01%	99.78%
MADISON COUNTY, OH	\$ 197,707.37	0.01%	99.78%
JEFFERSON COUNTY, CO	\$ 185,617.75	0.01%	99.79%
ANCHORAGE COUNTY, AK	\$ 185,046.50	0.01%	99.79%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
EL DORADO COUNTY, CA	\$ 181,455.60	0.01%	99.80%
CULPEPER COUNTY, VA	\$ 177,111.83	0.01%	99.80%
ROSS COUNTY, OH	\$ 170,000.00	0.00%	99.81%
DOUGLAS COUNTY, CO	\$ 163,932.00	0.00%	99.81%
MERCER COUNTY, PA	\$ 161,720.96	0.00%	99.82%
DUPAGE COUNTY, IL	\$ 161,627.44	0.00%	99.82%
CHESTER COUNTY, PA	\$ 159,592.00	0.00%	99.83%
WAUKESHA COUNTY, WI	\$ 156,522.24	0.00%	99.83%
CHESAPEAKE CITY COUNTY, VA	\$ 155,490.00	0.00%	99.84%
LANCASTER COUNTY, PA	\$ 151,515.44	0.00%	99.84%
DUBOIS COUNTY, IN	\$ 142,420.12	0.00%	99.85%
WORCESTER COUNTY, MD	\$ 140,939.88	0.00%	99.85%
CLEARFIELD COUNTY, PA	\$ 137,414.11	0.00%	99.85%
WILLIAMSON COUNTY, TX	\$ 137,307.87	0.00%	99.86%
CAROLINE COUNTY, MD	\$ 132,971.16	0.00%	99.86%
SHELBY COUNTY, AL	\$ 132,751.99	0.00%	99.87%
SMITH COUNTY, TX	\$ 131,900.00	0.00%	99.87%
VENTURA COUNTY, CA	\$ 128,811.22	0.00%	99.87%
ALLEN COUNTY, IN	\$ 127,757.82	0.00%	99.88%
BERGEN COUNTY, NJ	\$ 125,817.68	0.00%	99.88%
WASATCH COUNTY, UT	\$ 124,994.61	0.00%	99.88%
BERNALILLO COUNTY, NM	\$ 122,403.57	0.00%	99.89%
SALT LAKE COUNTY, UT	\$ 114,333.54	0.00%	99.89%
MADISON COUNTY, MS	\$ 113,700.00	0.00%	99.89%
LYNCHBURG CITY COUNTY, VA	\$ 112,696.10	0.00%	99.90%
HARTFORD COUNTY, CT	\$ 110,764.31	0.00%	99.90%
CALUMET COUNTY, WI	\$ 109,279.38	0.00%	99.90%
BROWARD COUNTY, FL	\$ 102,982.15	0.00%	99.91%
SAN BERNARDINO COUNTY, CA	\$ 102,353.37	0.00%	99.91%
CUMBERLAND COUNTY, ME	\$ 101,744.23	0.00%	99.91%
BRUNSWICK COUNTY, VA	\$ 100,017.90	0.00%	99.91%
ALBEMARLE COUNTY, VA	\$ 96,740.00	0.00%	99.92%
LEON COUNTY, FL	\$ 96,350.80	0.00%	99.92%
MANASSAS CITY COUNTY, VA	\$ 91,900.00	0.00%	99.92%
CHESTERFIELD COUNTY, VA	\$ 91,166.18	0.00%	99.93%
PALM BEACH COUNTY, FL	\$ 78,602.33	0.00%	99.93%
UNION COUNTY, NJ	\$ 78,160.62	0.00%	99.93%
CUMBERLAND COUNTY, NJ	\$ 77,021.90	0.00%	99.93%
LEHIGH COUNTY, PA	\$ 76,316.35	0.00%	99.93%
TOMPKINS COUNTY, NY	\$ 76,220.00	0.00%	99.94%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ORANGE COUNTY, VT	\$ 76,131.25	0.00%	99.94%
SHENANDOAH COUNTY, VA	\$ 71,589.55	0.00%	99.94%
TALBOT COUNTY, MD	\$ 67,971.75	0.00%	99.94%
SAINT MARYS COUNTY, MD	\$ 63,646.15	0.00%	99.94%
LEE COUNTY, AL	\$ 62,413.50	0.00%	99.95%
COLLIN COUNTY, TX	\$ 61,463.94	0.00%	99.95%
CLARK COUNTY, NV	\$ 61,232.76	0.00%	99.95%
HARRISONBURG CITY COUNTY, VA	\$ 58,933.00	0.00%	99.95%
HARRIS COUNTY, TX	\$ 58,834.15	0.00%	99.95%
PORTAGE COUNTY, OH	\$ 58,240.75	0.00%	99.96%
LEE COUNTY, FL	\$ 58,007.25	0.00%	99.96%
VIRGINIA BEACH CITY COUNTY, VA	\$ 53,235.06	0.00%	99.96%
LANCASTER COUNTY, NE	\$ 51,572.25	0.00%	99.96%
CHARLES CITY COUNTY, VA	\$ 51,250.00	0.00%	99.96%
ORANGE COUNTY, FL	\$ 50,073.00	0.00%	99.96%
PITT COUNTY, NC	\$ 49,149.06	0.00%	99.96%
YORK COUNTY, SC	\$ 48,752.85	0.00%	99.97%
PUTNAM COUNTY, TN	\$ 47,970.00	0.00%	99.97%
SNOHOMISH COUNTY, WA	\$ 45,427.45	0.00%	99.97%
ERIE COUNTY, PA	\$ 43,883.00	0.00%	99.97%
BUNCOMBE COUNTY, NC	\$ 41,730.00	0.00%	99.97%
CARVER COUNTY, MN	\$ 40,673.14	0.00%	99.97%
WOOD COUNTY, WV	\$ 39,735.00	0.00%	99.97%
FRANKLIN COUNTY, IL	\$ 38,425.00	0.00%	99.97%
KANE COUNTY, IL	\$ 37,520.00	0.00%	99.98%
FRANKLIN COUNTY, NC	\$ 35,782.24	0.00%	99.98%
RICHLAND COUNTY, SC	\$ 35,500.00	0.00%	99.98%
CHESTER COUNTY, SC	\$ 34,981.20	0.00%	99.98%
SEDGWICK COUNTY, KS	\$ 34,744.00	0.00%	99.98%
INGHAM COUNTY, MI	\$ 33,200.00	0.00%	99.98%
EMMET COUNTY, MI	\$ 32,912.00	0.00%	99.98%
SAN LUIS OBISPO COUNTY, CA	\$ 32,818.00	0.00%	99.98%
SAGADAHOC COUNTY, ME	\$ 28,986.76	0.00%	99.98%
MCHENRY COUNTY, IL	\$ 28,981.18	0.00%	99.98%
UNION COUNTY, PA	\$ 28,164.00	0.00%	99.98%
GRANVILLE COUNTY, NC	\$ 27,112.10	0.00%	99.99%
LANE COUNTY, OR	\$ 26,775.00	0.00%	99.99%
LARIMER COUNTY, CO	\$ 26,250.00	0.00%	99.99%
STEUBEN COUNTY, NY	\$ 25,971.73	0.00%	99.99%
LYCOMING COUNTY, PA	\$ 25,683.00	0.00%	99.99%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
PINELLAS COUNTY, FL	\$ 25,295.70	0.00%	99.99%
FLUVANNA COUNTY, VA	\$ 20,699.04	0.00%	99.99%
QUEENS COUNTY, NY	\$ 20,000.00	0.00%	99.99%
TULSA COUNTY, OK	\$ 19,512.38	0.00%	99.99%
BERKELEY COUNTY, WV	\$ 19,023.17	0.00%	99.99%
MARIN COUNTY, CA	\$ 18,980.00	0.00%	99.99%
MARION COUNTY, OR	\$ 18,424.31	0.00%	99.99%
SUMMIT COUNTY, OH	\$ 18,180.00	0.00%	99.99%
ESSEX COUNTY, NJ	\$ 18,000.00	0.00%	99.99%
TOA ALTA COUNTY, PR	\$ 17,495.68	0.00%	99.99%
MAYES COUNTY, OK	\$ 16,797.11	0.00%	99.99%
BERKS COUNTY, PA	\$ 15,501.44	0.00%	99.99%
LEXINGTON CITY COUNTY, VA	\$ 15,228.00	0.00%	100.00%
CHOWAN COUNTY, NC	\$ 14,544.32	0.00%	100.00%
LIVINGSTON COUNTY, MI	\$ 14,328.00	0.00%	100.00%
SAINT TAMMANY COUNTY, LA	\$ 13,500.00	0.00%	100.00%
POWHATAN COUNTY, VA	\$ 13,484.64	0.00%	100.00%
SARATOGA COUNTY, NY	\$ 13,200.00	0.00%	100.00%
GLOUCESTER COUNTY, NJ	\$ 13,025.10	0.00%	100.00%
WAYNE COUNTY, MI	\$ 12,293.30	0.00%	100.00%
SPOKANE COUNTY, WA	\$ 12,003.67	0.00%	100.00%
WARREN COUNTY, OH	\$ 10,800.00	0.00%	100.00%
MIDLAND COUNTY, TX	\$ 10,150.31	0.00%	100.00%
MONONGALIA COUNTY, WV	\$ 10,000.00	0.00%	100.00%
BEXAR COUNTY, TX	\$ 9,000.00	0.00%	100.00%
GARLAND COUNTY, AR	\$ 8,143.71	0.00%	100.00%
COBB COUNTY, GA	\$ 7,000.00	0.00%	100.00%
KENNEBEC COUNTY, ME	\$ 2,578.55	0.00%	100.00%
INTERNATIONAL	\$ 2,058.30	0.00%	100.00%
PIERCE COUNTY, WA	\$ 1,875.00	0.00%	100.00%
Total	\$ 3,485,517,838.55	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE B-2.
MONTGOMERY COUNTY, MD GEOGRAPHIC MARKET AREA
CONSTRUCTION FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, MD	\$ 538,431,114.83	49.35%	49.35%
PRINCE GEORGES COUNTY, MD	\$ 115,909,005.52	10.62%	59.98%
ANNE ARUNDEL COUNTY, MD	\$ 72,326,728.16	6.63%	66.61%
FREDERICK COUNTY, MD	\$ 57,158,328.29	5.24%	71.85%
HOWARD COUNTY, MD	\$ 54,912,149.90	5.03%	76.88%
DISTRICT OF COLUMBIA COUNTY, DC	\$ 50,883,956.68	4.66%	81.55%
BALTIMORE CITY COUNTY, MD	\$ 39,591,508.30	3.63%	85.17%
BALTIMORE COUNTY, MD	\$ 20,426,287.23	1.87%	87.05%
FAIRFAX COUNTY, VA	\$ 12,516,429.25	1.15%	88.19%
CARROLL COUNTY, MD	\$ 531,107.39	0.05%	88.24%
CHARLES COUNTY, MD	\$ 143,221.34	0.01%	88.26%
CALVERT COUNTY, MD	\$ 42,677.00	0.00%	88.26%
WELD COUNTY, CO	\$ 55,886,055.00	5.12%	93.38%
CRAWFORD COUNTY, PA	\$ 10,469,658.59	0.96%	94.34%
WICOMICO COUNTY, MD	\$ 9,176,837.83	0.84%	95.18%
LOUDOUN COUNTY, VA	\$ 8,896,816.08	0.82%	96.00%
RICHMOND CITY COUNTY, VA	\$ 8,792,015.56	0.81%	96.80%
HARFORD COUNTY, MD	\$ 8,134,684.65	0.75%	97.55%
DENVER COUNTY, CO	\$ 3,669,211.49	0.34%	97.89%
STAFFORD COUNTY, VA	\$ 2,889,893.08	0.26%	98.15%
HANOVER COUNTY, VA	\$ 2,680,425.97	0.25%	98.40%
QUEEN ANNES COUNTY, MD	\$ 2,254,105.27	0.21%	98.60%
SAN MATEO COUNTY, CA	\$ 2,241,019.87	0.21%	98.81%
MONMOUTH COUNTY, NJ	\$ 1,758,489.98	0.16%	98.97%
SUFFOLK COUNTY, NY	\$ 1,284,950.00	0.12%	99.09%
CHARLESTON COUNTY, SC	\$ 1,149,062.33	0.11%	99.19%
MONTGOMERY COUNTY, PA	\$ 1,070,985.31	0.10%	99.29%
YORK COUNTY, PA	\$ 946,073.56	0.09%	99.38%
FRANKLIN COUNTY, OH	\$ 877,459.00	0.08%	99.46%
ECTOR COUNTY, TX	\$ 603,026.05	0.06%	99.51%
DUVAL COUNTY, FL	\$ 471,069.00	0.04%	99.56%
MIAMI-DADE COUNTY, FL	\$ 407,573.80	0.04%	99.59%
FAUQUIER COUNTY, VA	\$ 377,088.00	0.03%	99.63%
FRANKLIN COUNTY, PA	\$ 342,434.73	0.03%	99.66%
BUTLER COUNTY, OH	\$ 333,430.60	0.03%	99.69%
PHILADELPHIA COUNTY, PA	\$ 314,255.15	0.03%	99.72%
ALLEGANY COUNTY, MD	\$ 281,705.06	0.03%	99.75%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
FREDERICK COUNTY, VA	\$ 280,481.00	0.03%	99.77%
PRINCE WILLIAM COUNTY, VA	\$ 248,345.14	0.02%	99.79%
NASSAU COUNTY, NY	\$ 231,917.09	0.02%	99.82%
SUMTER COUNTY, AL	\$ 208,765.00	0.02%	99.83%
CUYAHOGA COUNTY, OH	\$ 208,312.50	0.02%	99.85%
MERCER COUNTY, PA	\$ 161,720.96	0.01%	99.87%
WORCESTER COUNTY, MD	\$ 140,939.88	0.01%	99.88%
CECIL COUNTY, MD	\$ 116,310.00	0.01%	99.89%
NEW CASTLE COUNTY, DE	\$ 114,398.16	0.01%	99.90%
BERNALILLO COUNTY, NM	\$ 113,412.00	0.01%	99.91%
BRUNSWICK COUNTY, VA	\$ 100,017.90	0.01%	99.92%
COOK COUNTY, IL	\$ 89,823.74	0.01%	99.93%
GUILFORD COUNTY, NC	\$ 86,558.15	0.01%	99.94%
BURLINGTON COUNTY, NJ	\$ 84,535.00	0.01%	99.95%
SUSSEX COUNTY, DE	\$ 73,669.00	0.01%	99.95%
CAROLINE COUNTY, MD	\$ 72,364.16	0.01%	99.96%
TALBOT COUNTY, MD	\$ 67,971.75	0.01%	99.97%
HARRISONBURG CITY COUNTY, VA	\$ 58,933.00	0.01%	99.97%
DELAWARE COUNTY, PA	\$ 44,950.46	0.00%	99.97%
FRANKLIN COUNTY, IL	\$ 38,425.00	0.00%	99.98%
GRANVILLE COUNTY, NC	\$ 27,112.10	0.00%	99.98%
MARION COUNTY, IN	\$ 22,460.00	0.00%	99.98%
FLUVANNA COUNTY, VA	\$ 20,699.04	0.00%	99.98%
MARICOPA COUNTY, AZ	\$ 20,242.00	0.00%	99.99%
UNION COUNTY, NJ	\$ 20,000.00	0.00%	99.99%
MARION COUNTY, OR	\$ 18,424.31	0.00%	99.99%
TOA ALTA COUNTY, PR	\$ 17,495.68	0.00%	99.99%
MAYES COUNTY, OK	\$ 16,797.11	0.00%	99.99%
LEXINGTON CITY COUNTY, VA	\$ 15,228.00	0.00%	99.99%
GLOUCESTER COUNTY, NJ	\$ 13,025.10	0.00%	100.00%
ALEXANDRIA CITY COUNTY, VA	\$ 11,140.12	0.00%	100.00%
MIDLAND COUNTY, TX	\$ 10,150.31	0.00%	100.00%
ARLINGTON COUNTY, VA	\$ 9,000.00	0.00%	100.00%
SAINT MARYS COUNTY, MD	\$ 8,470.00	0.00%	100.00%
WASHINGTON COUNTY, MD	\$ 3,203.00	0.00%	100.00%
DALLAS COUNTY, TX	\$ 881.00	0.00%	100.00%
Total	\$ 1,090,957,017.51	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE B-3.
MONTGOMERY COUNTY, MD GEOGRAPHIC MARKET AREA
PROFESSIONAL SERVICES FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, MD	\$ 311,687,938.82	33.20%	33.20%
PRINCE GEORGES COUNTY, MD	\$ 141,959,045.79	15.12%	48.32%
FAIRFAX COUNTY, VA	\$ 104,874,185.53	11.17%	59.49%
BALTIMORE COUNTY, MD	\$ 77,291,043.61	8.23%	67.72%
BALTIMORE CITY COUNTY, MD	\$ 52,061,871.18	5.54%	73.26%
ANNE ARUNDEL COUNTY, MD	\$ 40,531,605.92	4.32%	77.58%
DISTRICT OF COLUMBIA COUNTY, DC	\$ 19,535,960.31	2.08%	79.66%
HOWARD COUNTY, MD	\$ 9,615,476.63	1.02%	80.69%
FREDERICK COUNTY, MD	\$ 5,282,356.51	0.56%	81.25%
CARROLL COUNTY, MD	\$ 2,376,145.46	0.25%	81.50%
CHARLES COUNTY, MD	\$ 1,087,536.15	0.12%	81.62%
RICHMOND CITY COUNTY, VA	\$ 42,119,062.58	4.49%	86.10%
SOMERSET COUNTY, NJ	\$ 26,605,296.03	2.83%	88.94%
PLACER COUNTY, CA	\$ 15,685,845.72	1.67%	90.61%
MIDDLESEX COUNTY, MA	\$ 13,391,277.15	1.43%	92.03%
SPOTSYLVANIA COUNTY, VA	\$ 8,924,773.58	0.95%	92.98%
CONTRA COSTA COUNTY, CA	\$ 5,447,737.68	0.58%	93.56%
ALLEGHENY COUNTY, PA	\$ 4,288,845.91	0.46%	94.02%
FAIRFAX CITY COUNTY, VA	\$ 4,149,725.72	0.44%	94.46%
LOUDOUN COUNTY, VA	\$ 3,872,078.34	0.41%	94.87%
LAKE COUNTY, IL	\$ 3,224,578.57	0.34%	95.22%
KING COUNTY, WA	\$ 3,113,235.92	0.33%	95.55%
MONTGOMERY COUNTY, PA	\$ 2,579,400.30	0.27%	95.82%
JEFFERSON COUNTY, KY	\$ 2,503,426.03	0.27%	96.09%
DAVIDSON COUNTY, TN	\$ 2,191,847.76	0.23%	96.32%
PHILADELPHIA COUNTY, PA	\$ 2,120,766.88	0.23%	96.55%
TRAVIS COUNTY, TX	\$ 2,086,477.08	0.22%	96.77%
COOK COUNTY, IL	\$ 1,937,106.65	0.21%	96.98%
PIMA COUNTY, AZ	\$ 1,658,268.10	0.18%	97.16%
ARLINGTON COUNTY, VA	\$ 1,569,488.45	0.17%	97.32%
LOS ANGELES COUNTY, CA	\$ 1,542,406.34	0.16%	97.49%
ALEXANDRIA CITY COUNTY, VA	\$ 1,413,198.30	0.15%	97.64%
LINN COUNTY, IA	\$ 1,304,179.08	0.14%	97.78%
NEW YORK COUNTY, NY	\$ 1,168,739.80	0.12%	97.90%
FAIRFIELD COUNTY, CT	\$ 1,082,000.34	0.12%	98.02%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONROE COUNTY, NY	\$ 936,814.10	0.10%	98.12%
KINGS COUNTY, NY	\$ 898,048.52	0.10%	98.21%
CUMBERLAND COUNTY, PA	\$ 848,267.19	0.09%	98.30%
ALAMEDA COUNTY, CA	\$ 846,325.68	0.09%	98.39%
WASHINGTON COUNTY, MD	\$ 786,138.79	0.08%	98.48%
HUDSON COUNTY, NJ	\$ 784,947.89	0.08%	98.56%
OAKLAND COUNTY, MI	\$ 700,870.61	0.07%	98.63%
HENNEPIN COUNTY, MN	\$ 673,583.92	0.07%	98.71%
SACRAMENTO COUNTY, CA	\$ 532,457.30	0.06%	98.76%
WAKE COUNTY, NC	\$ 532,143.55	0.06%	98.82%
GUILFORD COUNTY, NC	\$ 471,886.16	0.05%	98.87%
SONOMA COUNTY, CA	\$ 449,558.51	0.05%	98.92%
SUFFOLK COUNTY, MA	\$ 434,773.54	0.05%	98.96%
MORRIS COUNTY, NJ	\$ 384,576.14	0.04%	99.00%
NEW LONDON COUNTY, CT	\$ 380,135.41	0.04%	99.05%
BUCKS COUNTY, PA	\$ 366,831.75	0.04%	99.08%
MONTGOMERY COUNTY, AL	\$ 364,293.00	0.04%	99.12%
ARAPAHOE COUNTY, CO	\$ 354,411.36	0.04%	99.16%
MULTNOMAH COUNTY, OR	\$ 339,500.00	0.04%	99.20%
SAN FRANCISCO COUNTY, CA	\$ 313,840.00	0.03%	99.23%
WILLIAMSON COUNTY, TN	\$ 302,900.00	0.03%	99.26%
PRINCE WILLIAM COUNTY, VA	\$ 300,770.40	0.03%	99.29%
WESTCHESTER COUNTY, NY	\$ 299,339.72	0.03%	99.33%
SAN MATEO COUNTY, CA	\$ 287,588.63	0.03%	99.36%
NASSAU COUNTY, NY	\$ 259,660.80	0.03%	99.38%
KENT COUNTY, MI	\$ 258,726.40	0.03%	99.41%
JEFFERSON COUNTY, AL	\$ 247,874.31	0.03%	99.44%
SANTA BARBARA COUNTY, CA	\$ 241,432.19	0.03%	99.46%
BRONX COUNTY, NY	\$ 237,693.78	0.03%	99.49%
MARION COUNTY, IN	\$ 222,401.25	0.02%	99.51%
SAN DIEGO COUNTY, CA	\$ 203,825.30	0.02%	99.54%
DENVER COUNTY, CO	\$ 198,981.76	0.02%	99.56%
STAFFORD COUNTY, VA	\$ 189,074.38	0.02%	99.58%
JEFFERSON COUNTY, CO	\$ 185,617.75	0.02%	99.60%
ANCHORAGE COUNTY, AK	\$ 185,046.50	0.02%	99.62%
EL DORADO COUNTY, CA	\$ 181,455.60	0.02%	99.64%
DOUGLAS COUNTY, CO	\$ 163,932.00	0.02%	99.65%
CUYAHOGA COUNTY, OH	\$ 162,210.59	0.02%	99.67%
MECKLENBURG COUNTY, NC	\$ 160,483.20	0.02%	99.69%
BOULDER COUNTY, CO	\$ 140,789.80	0.01%	99.70%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, OH	\$ 128,844.94	0.01%	99.72%
MADISON COUNTY, MS	\$ 113,700.00	0.01%	99.73%
DEKALB COUNTY, GA	\$ 113,609.82	0.01%	99.74%
HARTFORD COUNTY, CT	\$ 110,764.31	0.01%	99.75%
SEMINOLE COUNTY, FL	\$ 102,778.92	0.01%	99.76%
CUMBERLAND COUNTY, ME	\$ 101,744.23	0.01%	99.77%
HANOVER COUNTY, VA	\$ 99,199.41	0.01%	99.78%
ALBEMARLE COUNTY, VA	\$ 96,740.00	0.01%	99.79%
HARFORD COUNTY, MD	\$ 81,228.35	0.01%	99.80%
TOMPKINS COUNTY, NY	\$ 76,220.00	0.01%	99.81%
LANCASTER COUNTY, PA	\$ 73,830.98	0.01%	99.82%
LUZERNE COUNTY, PA	\$ 72,462.33	0.01%	99.83%
HAMILTON COUNTY, OH	\$ 70,000.00	0.01%	99.83%
MILWAUKEE COUNTY, WI	\$ 69,365.00	0.01%	99.84%
SANTA CLARA COUNTY, CA	\$ 66,262.84	0.01%	99.85%
COLLIN COUNTY, TX	\$ 61,463.94	0.01%	99.86%
CLARK COUNTY, NV	\$ 61,232.76	0.01%	99.86%
CHESAPEAKE CITY COUNTY, VA	\$ 60,000.00	0.01%	99.87%
LEE COUNTY, FL	\$ 58,007.25	0.01%	99.87%
FULTON COUNTY, GA	\$ 56,458.80	0.01%	99.88%
SAINT MARYS COUNTY, MD	\$ 55,176.15	0.01%	99.89%
LEHIGH COUNTY, PA	\$ 54,976.55	0.01%	99.89%
VIRGINIA BEACH CITY COUNTY, VA	\$ 53,235.06	0.01%	99.90%
LANCASTER COUNTY, NE	\$ 51,572.25	0.01%	99.90%
MARICOPA COUNTY, AZ	\$ 50,797.00	0.01%	99.91%
YORK COUNTY, SC	\$ 48,752.85	0.01%	99.91%
PUTNAM COUNTY, TN	\$ 47,970.00	0.01%	99.92%
FRANKLIN COUNTY, OH	\$ 41,900.00	0.00%	99.92%
BUNCOMBE COUNTY, NC	\$ 41,730.00	0.00%	99.93%
CARVER COUNTY, MN	\$ 40,673.14	0.00%	99.93%
BERGEN COUNTY, NJ	\$ 40,417.68	0.00%	99.94%
RICHLAND COUNTY, SC	\$ 35,500.00	0.00%	99.94%
FAUQUIER COUNTY, VA	\$ 33,392.72	0.00%	99.94%
INGHAM COUNTY, MI	\$ 33,200.00	0.00%	99.95%
EMMET COUNTY, MI	\$ 32,912.00	0.00%	99.95%
HARRIS COUNTY, TX	\$ 31,518.15	0.00%	99.95%
SAGADAHOC COUNTY, ME	\$ 28,986.76	0.00%	99.96%
UNION COUNTY, PA	\$ 28,164.00	0.00%	99.96%
ORANGE COUNTY, FL	\$ 27,188.00	0.00%	99.96%
LANE COUNTY, OR	\$ 26,775.00	0.00%	99.97%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SNOHOMISH COUNTY, WA	\$ 24,945.24	0.00%	99.97%
SALT LAKE COUNTY, UT	\$ 24,924.00	0.00%	99.97%
CHESTERFIELD COUNTY, VA	\$ 23,517.71	0.00%	99.97%
ORANGE COUNTY, CA	\$ 20,077.20	0.00%	99.98%
QUEENS COUNTY, NY	\$ 20,000.00	0.00%	99.98%
BERKELEY COUNTY, WV	\$ 19,023.17	0.00%	99.98%
MARIN COUNTY, CA	\$ 18,980.00	0.00%	99.98%
SUMMIT COUNTY, OH	\$ 18,180.00	0.00%	99.98%
ESSEX COUNTY, NJ	\$ 18,000.00	0.00%	99.99%
PINELLAS COUNTY, FL	\$ 17,795.70	0.00%	99.99%
MONTGOMERY COUNTY, TX	\$ 16,500.00	0.00%	99.99%
CHOWAN COUNTY, NC	\$ 14,544.32	0.00%	99.99%
MIAMI-DADE COUNTY, FL	\$ 13,311.96	0.00%	99.99%
SARATOGA COUNTY, NY	\$ 13,200.00	0.00%	99.99%
SPOKANE COUNTY, WA	\$ 12,003.67	0.00%	100.00%
WICOMICO COUNTY, MD	\$ 12,000.00	0.00%	100.00%
HENRICO COUNTY, VA	\$ 7,299.49	0.00%	100.00%
COBB COUNTY, GA	\$ 7,000.00	0.00%	100.00%
DALLAS COUNTY, TX	\$ 6,000.00	0.00%	100.00%
VENTURA COUNTY, CA	\$ 3,498.00	0.00%	100.00%
DUPAGE COUNTY, IL	\$ 3,340.50	0.00%	100.00%
PIERCE COUNTY, WA	\$ 1,875.00	0.00%	100.00%
Total	\$ 938,906,903.15	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

TABLE B-4.
MONTGOMERY COUNTY, MD GEOGRAPHIC MARKET AREA
OTHER SERVICES FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, MD	\$ 295,400,779.79	30.98%	30.98%
PRINCE GEORGES COUNTY, MD	\$ 115,382,456.02	12.10%	43.08%
ANNE ARUNDEL COUNTY, MD	\$ 78,615,158.72	8.25%	51.33%
HOWARD COUNTY, MD	\$ 56,240,073.21	5.90%	57.23%
FAIRFAX COUNTY, VA	\$ 44,391,534.04	4.66%	61.88%
BALTIMORE CITY COUNTY, MD	\$ 31,981,236.90	3.35%	65.24%
FREDERICK COUNTY, MD	\$ 23,951,291.04	2.51%	67.75%
BALTIMORE COUNTY, MD	\$ 8,927,909.56	0.94%	68.68%
DISTRICT OF COLUMBIA COUNTY, DC	\$ 3,560,481.50	0.37%	69.06%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CARROLL COUNTY, MD	\$ 1,382,101.05	0.14%	69.20%
CALVERT COUNTY, MD	\$ 337,709.35	0.04%	69.24%
CHARLES COUNTY, MD	\$ 988.00	0.00%	69.24%
MARICOPA COUNTY, AZ	\$ 79,825,647.20	8.37%	77.61%
COOK COUNTY, IL	\$ 75,108,068.72	7.88%	85.49%
FAUQUIER COUNTY, VA	\$ 19,455,593.46	2.04%	87.53%
CHAVES COUNTY, NM	\$ 13,664,985.51	1.43%	88.96%
KENT COUNTY, DE	\$ 11,603,154.69	1.22%	90.18%
JEFFERSON COUNTY, KY	\$ 8,222,342.53	0.86%	91.04%
HALL COUNTY, GA	\$ 7,175,858.81	0.75%	91.79%
HAMILTON COUNTY, OH	\$ 7,172,531.02	0.75%	92.54%
MONTGOMERY COUNTY, AL	\$ 5,692,444.04	0.60%	93.14%
COLE COUNTY, MO	\$ 5,244,409.50	0.55%	93.69%
PRINCE WILLIAM COUNTY, VA	\$ 5,154,136.17	0.54%	94.23%
FULTON COUNTY, GA	\$ 4,134,078.28	0.43%	94.67%
ORANGE COUNTY, CA	\$ 3,882,734.74	0.41%	95.07%
FRANKLIN COUNTY, OH	\$ 3,594,620.39	0.38%	95.45%
HENRICO COUNTY, VA	\$ 3,432,458.61	0.36%	95.81%
ALLEGHENY COUNTY, PA	\$ 2,869,420.26	0.30%	96.11%
LOUDOUN COUNTY, VA	\$ 2,806,156.76	0.29%	96.41%
INDEPENDENCE COUNTY, AR	\$ 2,636,750.08	0.28%	96.68%
DALLAS COUNTY, TX	\$ 2,551,809.43	0.27%	96.95%
SARASOTA COUNTY, FL	\$ 2,440,193.30	0.26%	97.21%
DEKALB COUNTY, GA	\$ 2,117,390.39	0.22%	97.43%
UTAH COUNTY, UT	\$ 1,890,206.20	0.20%	97.63%
BOULDER COUNTY, CO	\$ 1,776,771.87	0.19%	97.81%
LOS ANGELES COUNTY, CA	\$ 1,673,123.10	0.18%	97.99%
KING COUNTY, WA	\$ 1,584,676.00	0.17%	98.15%
HARFORD COUNTY, MD	\$ 1,393,047.84	0.15%	98.30%
MONTGOMERY COUNTY, PA	\$ 1,026,156.10	0.11%	98.41%
NEWPORT COUNTY, RI	\$ 1,017,765.15	0.11%	98.51%
SAN DIEGO COUNTY, CA	\$ 916,186.23	0.10%	98.61%
DAKOTA COUNTY, MN	\$ 908,674.81	0.10%	98.71%
NEW YORK COUNTY, NY	\$ 810,880.39	0.09%	98.79%
WICOMICO COUNTY, MD	\$ 778,578.10	0.08%	98.87%
CACHE COUNTY, UT	\$ 738,949.47	0.08%	98.95%
NEW CASTLE COUNTY, DE	\$ 590,008.70	0.06%	99.01%
HENNEPIN COUNTY, MN	\$ 520,324.50	0.05%	99.07%
MARION COUNTY, IN	\$ 488,038.66	0.05%	99.12%
HILLSBOROUGH COUNTY, FL	\$ 475,080.00	0.05%	99.17%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CENTRE COUNTY, PA	\$ 405,722.14	0.04%	99.21%
WASHTENAW COUNTY, MI	\$ 404,800.00	0.04%	99.25%
KINGS COUNTY, NY	\$ 399,000.00	0.04%	99.29%
STRAFFORD COUNTY, NH	\$ 356,764.39	0.04%	99.33%
ALEXANDRIA CITY COUNTY, VA	\$ 342,752.00	0.04%	99.37%
ORLEANS COUNTY, LA	\$ 333,250.00	0.03%	99.40%
CLARK COUNTY, IN	\$ 293,380.05	0.03%	99.43%
PHILADELPHIA COUNTY, PA	\$ 257,993.20	0.03%	99.46%
SAINT LOUIS COUNTY, MO	\$ 241,912.22	0.03%	99.49%
KENT COUNTY, MI	\$ 220,186.42	0.02%	99.51%
LUZERNE COUNTY, PA	\$ 210,879.69	0.02%	99.53%
MORRIS COUNTY, NJ	\$ 201,660.45	0.02%	99.55%
FREDERICK COUNTY, VA	\$ 187,468.00	0.02%	99.57%
MIDDLESEX COUNTY, NJ	\$ 185,432.08	0.02%	99.59%
CULPEPER COUNTY, VA	\$ 177,111.83	0.02%	99.61%
WAUKESHA COUNTY, WI	\$ 156,522.24	0.02%	99.63%
SEMINOLE COUNTY, FL	\$ 156,315.62	0.02%	99.64%
DAVIDSON COUNTY, TN	\$ 156,311.84	0.02%	99.66%
DUPAGE COUNTY, IL	\$ 152,178.71	0.02%	99.67%
CECIL COUNTY, MD	\$ 150,793.00	0.02%	99.69%
QUEEN ANNES COUNTY, MD	\$ 136,414.29	0.01%	99.70%
MECKLENBURG COUNTY, NC	\$ 133,810.75	0.01%	99.72%
SHELBY COUNTY, AL	\$ 132,751.99	0.01%	99.73%
SMITH COUNTY, TX	\$ 131,900.00	0.01%	99.75%
SAN FRANCISCO COUNTY, CA	\$ 129,147.54	0.01%	99.76%
DENVER COUNTY, CO	\$ 115,802.08	0.01%	99.77%
LYNCHBURG CITY COUNTY, VA	\$ 112,696.10	0.01%	99.78%
OAKLAND COUNTY, MI	\$ 110,605.10	0.01%	99.80%
CALUMET COUNTY, WI	\$ 109,279.38	0.01%	99.81%
BROWARD COUNTY, FL	\$ 102,982.15	0.01%	99.82%
SAN BERNARDINO COUNTY, CA	\$ 102,353.37	0.01%	99.83%
GARRETT COUNTY, MD	\$ 99,117.63	0.01%	99.84%
HUDSON COUNTY, NJ	\$ 97,712.00	0.01%	99.85%
CHESAPEAKE CITY COUNTY, VA	\$ 95,490.00	0.01%	99.86%
MIDDLESEX COUNTY, MA	\$ 94,462.87	0.01%	99.87%
GWINNETT COUNTY, GA	\$ 93,963.00	0.01%	99.88%
SAN MATEO COUNTY, CA	\$ 91,960.00	0.01%	99.89%
SALT LAKE COUNTY, UT	\$ 89,409.54	0.01%	99.90%
BERGEN COUNTY, NJ	\$ 85,400.00	0.01%	99.91%
CUMBERLAND COUNTY, NJ	\$ 77,021.90	0.01%	99.92%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
LEE COUNTY, AL	\$ 62,413.50	0.01%	99.92%
CAROLINE COUNTY, MD	\$ 60,607.00	0.01%	99.93%
PORTAGE COUNTY, OH	\$ 58,240.75	0.01%	99.93%
PALM BEACH COUNTY, FL	\$ 56,287.00	0.01%	99.94%
DANE COUNTY, WI	\$ 49,506.93	0.01%	99.95%
PITT COUNTY, NC	\$ 49,149.06	0.01%	99.95%
WASHINGTON COUNTY, MD	\$ 48,811.30	0.01%	99.96%
WOOD COUNTY, WV	\$ 39,735.00	0.00%	99.96%
ALLEN COUNTY, IN	\$ 39,730.83	0.00%	99.96%
DELAWARE COUNTY, PA	\$ 36,544.00	0.00%	99.97%
FRANKLIN COUNTY, NC	\$ 35,782.24	0.00%	99.97%
SAN LUIS OBISPO COUNTY, CA	\$ 32,818.00	0.00%	99.98%
SUFFOLK COUNTY, MA	\$ 32,641.00	0.00%	99.98%
HARRIS COUNTY, TX	\$ 27,316.00	0.00%	99.98%
SANTA CLARA COUNTY, CA	\$ 27,000.00	0.00%	99.98%
LARIMER COUNTY, CO	\$ 26,250.00	0.00%	99.99%
LYCOMING COUNTY, PA	\$ 25,683.00	0.00%	99.99%
SNOHOMISH COUNTY, WA	\$ 20,482.21	0.00%	99.99%
WASATCH COUNTY, UT	\$ 20,000.00	0.00%	99.99%
CUYAHOGA COUNTY, OH	\$ 16,411.34	0.00%	100.00%
LIVINGSTON COUNTY, MI	\$ 14,328.00	0.00%	100.00%
WAYNE COUNTY, MI	\$ 12,293.30	0.00%	100.00%
BEXAR COUNTY, TX	\$ 9,000.00	0.00%	100.00%
YORK COUNTY, PA	\$ 3,009.00	0.00%	100.00%
KENNEBEC COUNTY, ME	\$ 2,578.55	0.00%	100.00%
WAKE COUNTY, NC	\$ 1,081.80	0.00%	100.00%
Total	\$ 953,485,383.57	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021

TABLE B-5.
MONTGOMERY COUNTY, MD GEOGRAPHIC MARKET AREA
GOODS FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONTGOMERY COUNTY, MD	\$ 79,593,335.09	15.85%	15.85%
HOWARD COUNTY, MD	\$ 69,164,859.68	13.77%	29.62%
FAIRFAX COUNTY, VA	\$ 24,563,643.90	4.89%	34.51%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ANNE ARUNDEL COUNTY, MD	\$ 23,829,633.37	4.75%	39.26%
FREDERICK COUNTY, MD	\$ 20,611,263.80	4.10%	43.36%
PRINCE GEORGES COUNTY, MD	\$ 20,459,897.95	4.07%	47.44%
BALTIMORE COUNTY, MD	\$ 17,835,735.65	3.55%	50.99%
BALTIMORE CITY COUNTY, MD	\$ 10,324,002.06	2.06%	53.05%
CARROLL COUNTY, MD	\$ 6,170,767.09	1.23%	54.28%
DISTRICT OF COLUMBIA COUNTY, DC	\$ 3,083,464.87	0.61%	54.89%
CHARLES COUNTY, MD	\$ 252,859.60	0.05%	54.94%
ALAMEDA COUNTY, CA	\$ 80,756,700.71	16.08%	71.02%
HALL COUNTY, GA	\$ 34,343,232.03	6.84%	77.86%
WASHINGTON COUNTY, MD	\$ 10,254,669.78	2.04%	79.90%
SUSSEX COUNTY, DE	\$ 8,438,619.00	1.68%	81.58%
KINGS COUNTY, NY	\$ 8,381,845.71	1.67%	83.25%
MIDDLESEX COUNTY, MA	\$ 8,336,500.57	1.66%	84.91%
SOMERSET COUNTY, NJ	\$ 7,564,153.01	1.51%	86.42%
HANOVER COUNTY, VA	\$ 7,174,807.66	1.43%	87.85%
ORANGE COUNTY, CA	\$ 6,156,564.97	1.23%	89.07%
COOK COUNTY, IL	\$ 5,178,444.64	1.03%	90.10%
WICOMICO COUNTY, MD	\$ 4,022,002.88	0.80%	90.91%
SAN MATEO COUNTY, CA	\$ 3,386,336.00	0.67%	91.58%
NEW YORK COUNTY, NY	\$ 3,101,826.53	0.62%	92.20%
BURLINGTON COUNTY, NJ	\$ 2,700,448.01	0.54%	92.73%
FRANKLIN COUNTY, OH	\$ 2,635,379.05	0.52%	93.26%
QUEEN ANNES COUNTY, MD	\$ 2,198,586.97	0.44%	93.70%
IREDELL COUNTY, NC	\$ 2,037,115.04	0.41%	94.10%
HENRICO COUNTY, VA	\$ 2,003,952.81	0.40%	94.50%
BROWN COUNTY, WI	\$ 1,797,919.04	0.36%	94.86%
SAN DIEGO COUNTY, CA	\$ 1,688,845.51	0.34%	95.20%
MANATEE COUNTY, FL	\$ 1,580,617.66	0.31%	95.51%
CHISAGO COUNTY, MN	\$ 1,548,096.00	0.31%	95.82%
DUVAL COUNTY, FL	\$ 1,513,669.10	0.30%	96.12%
FAIRFAX CITY COUNTY, VA	\$ 1,245,900.45	0.25%	96.37%
GWINNETT COUNTY, GA	\$ 949,933.52	0.19%	96.56%
JEFFERSON COUNTY, ID	\$ 889,953.58	0.18%	96.74%
DANE COUNTY, WI	\$ 877,073.90	0.17%	96.91%
ROCKDALE COUNTY, GA	\$ 834,120.94	0.17%	97.08%
HENNEPIN COUNTY, MN	\$ 826,978.72	0.16%	97.24%
CUYAHOGA COUNTY, OH	\$ 809,371.23	0.16%	97.40%
DODGE COUNTY, NE	\$ 779,882.00	0.16%	97.56%
DAKOTA COUNTY, MN	\$ 702,146.50	0.14%	97.70%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
WASHINGTON COUNTY, MN	\$ 644,420.99	0.13%	97.83%
CAMDEN COUNTY, NJ	\$ 535,047.21	0.11%	97.93%
CUMBERLAND COUNTY, PA	\$ 501,874.27	0.10%	98.03%
JAMES CITY COUNTY, VA	\$ 399,294.13	0.08%	98.11%
JACKSON COUNTY, MO	\$ 392,610.09	0.08%	98.19%
ALLEGHENY COUNTY, PA	\$ 364,410.83	0.07%	98.26%
NEW HAVEN COUNTY, CT	\$ 361,487.20	0.07%	98.33%
MIDDLESEX COUNTY, NJ	\$ 353,813.13	0.07%	98.40%
CHEMUNG COUNTY, NY	\$ 350,000.00	0.07%	98.47%
DAVIDSON COUNTY, NC	\$ 349,985.87	0.07%	98.54%
MECKLENBURG COUNTY, NC	\$ 303,903.98	0.06%	98.60%
DELAWARE COUNTY, PA	\$ 303,062.07	0.06%	98.67%
OTTAWA COUNTY, MI	\$ 277,472.90	0.06%	98.72%
MONROE COUNTY, PA	\$ 267,875.95	0.05%	98.77%
SANTA BARBARA COUNTY, CA	\$ 266,343.94	0.05%	98.83%
SANTA CLARA COUNTY, CA	\$ 249,466.64	0.05%	98.88%
ESSEX COUNTY, MA	\$ 247,413.40	0.05%	98.93%
WAKE COUNTY, NC	\$ 242,720.50	0.05%	98.97%
TRAVIS COUNTY, TX	\$ 226,383.74	0.05%	99.02%
SOMERSET COUNTY, PA	\$ 220,277.39	0.04%	99.06%
DAVIDSON COUNTY, TN	\$ 217,191.33	0.04%	99.11%
PHILADELPHIA COUNTY, PA	\$ 216,374.38	0.04%	99.15%
KENT COUNTY, MI	\$ 203,979.10	0.04%	99.19%
BOONE COUNTY, KY	\$ 202,987.02	0.04%	99.23%
STAFFORD COUNTY, VA	\$ 200,904.91	0.04%	99.27%
MILWAUKEE COUNTY, WI	\$ 198,707.33	0.04%	99.31%
MADISON COUNTY, OH	\$ 197,707.37	0.04%	99.35%
MONTGOMERY COUNTY, TX	\$ 196,495.00	0.04%	99.39%
ROSS COUNTY, OH	\$ 170,000.00	0.03%	99.42%
OAKLAND COUNTY, MI	\$ 164,278.14	0.03%	99.45%
MONTGOMERY COUNTY, OH	\$ 164,165.09	0.03%	99.49%
CHESTER COUNTY, PA	\$ 159,592.00	0.03%	99.52%
MONTGOMERY COUNTY, AL	\$ 159,123.70	0.03%	99.55%
DUBOIS COUNTY, IN	\$ 142,420.12	0.03%	99.58%
CLEARFIELD COUNTY, PA	\$ 137,414.11	0.03%	99.61%
WILLIAMSON COUNTY, TX	\$ 137,307.87	0.03%	99.63%
VENTURA COUNTY, CA	\$ 125,313.22	0.02%	99.66%
FAIRFIELD COUNTY, CT	\$ 121,281.63	0.02%	99.68%
WASATCH COUNTY, UT	\$ 104,994.61	0.02%	99.70%
GARRETT COUNTY, MD	\$ 99,853.02	0.02%	99.72%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
LEON COUNTY, FL	\$ 96,350.80	0.02%	99.74%
MANASSAS CITY COUNTY, VA	\$ 91,900.00	0.02%	99.76%
BOULDER COUNTY, CO	\$ 88,868.61	0.02%	99.78%
ALLEN COUNTY, IN	\$ 88,026.99	0.02%	99.80%
LANCASTER COUNTY, PA	\$ 77,684.46	0.02%	99.81%
ORANGE COUNTY, VT	\$ 76,131.25	0.02%	99.83%
DALLAS COUNTY, TX	\$ 71,804.26	0.01%	99.84%
SHENANDOAH COUNTY, VA	\$ 71,589.55	0.01%	99.86%
CHESTERFIELD COUNTY, VA	\$ 67,648.47	0.01%	99.87%
UNION COUNTY, NJ	\$ 58,160.62	0.01%	99.88%
CHARLES CITY COUNTY, VA	\$ 51,250.00	0.01%	99.89%
SAINT LOUIS COUNTY, MO	\$ 48,285.00	0.01%	99.90%
ERIE COUNTY, PA	\$ 43,883.00	0.01%	99.91%
LAKE COUNTY, IL	\$ 40,134.60	0.01%	99.92%
KANE COUNTY, IL	\$ 37,520.00	0.01%	99.93%
CHESTER COUNTY, SC	\$ 34,981.20	0.01%	99.93%
SEDGWICK COUNTY, KS	\$ 34,744.00	0.01%	99.94%
MCHENRY COUNTY, IL	\$ 28,981.18	0.01%	99.94%
STEUBEN COUNTY, NY	\$ 25,971.73	0.01%	99.95%
MARION COUNTY, IN	\$ 23,396.04	0.00%	99.95%
ORANGE COUNTY, FL	\$ 22,885.00	0.00%	99.96%
PALM BEACH COUNTY, FL	\$ 22,315.33	0.00%	99.96%
LEHIGH COUNTY, PA	\$ 21,339.80	0.00%	99.97%
TULSA COUNTY, OK	\$ 19,512.38	0.00%	99.97%
NEW LONDON COUNTY, CT	\$ 15,904.90	0.00%	99.97%
BERKS COUNTY, PA	\$ 15,501.44	0.00%	99.98%
WESTCHESTER COUNTY, NY	\$ 13,572.06	0.00%	99.98%
SAINT TAMMANY COUNTY, LA	\$ 13,500.00	0.00%	99.98%
POWHATAN COUNTY, VA	\$ 13,484.64	0.00%	99.99%
MARICOPA COUNTY, AZ	\$ 12,575.00	0.00%	99.99%
WARREN COUNTY, OH	\$ 10,800.00	0.00%	99.99%
MONONGALIA COUNTY, WV	\$ 10,000.00	0.00%	99.99%
BERNALILLO COUNTY, NM	\$ 8,991.57	0.00%	99.99%
GARLAND COUNTY, AR	\$ 8,143.71	0.00%	100.00%
PINELLAS COUNTY, FL	\$ 7,500.00	0.00%	100.00%
DUPAGE COUNTY, IL	\$ 6,108.23	0.00%	100.00%
MORRIS COUNTY, NJ	\$ 3,158.96	0.00%	100.00%
INTERNATIONAL	\$ 2,058.30	0.00%	100.00%
HARFORD COUNTY, MD	\$ 577.35	0.00%	100.00%
WILLIAMSON COUNTY, TN	\$ 183.13	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
Total	\$ 502,168,534.32	100.00%	100.00%

Source: MGT developed a Master Utilization Database based on County's spending between July 1, 2015 through June 30, 2021.

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Appendix C

C. Detailed Utilization, Availability, and Disparity Analyses

TABLE C-1.
 DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
 MONTGOMERY COUNTY, MD MARKETPLACE
 CONSTRUCTION
 AFRICAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.01%	0.00	
2212	Natural Gas Distribution	0.00%	0.11%	0.00	
2213	Water, Sewage and Other Systems	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.09%	3.82%	2.24	
2371	Utility System Construction	2.91%	0.28%		
2373	Highway, Street, and Bridge Construction	1.40%	1.69%	82.77	
2379	Other Heavy and Civil Engineering Construction	15.69%	0.15%		
2381	Foundation, Structure, and Building Exterior Contractors	0.06%	0.39%	16.09	
2382	Building Equipment Contractors	1.25%	1.84%	68.13	
2383	Building Finishing Contractors	0.00%	0.03%	0.00	
2389	Other Specialty Trade Contractors	2.98%	0.27%		
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.01%	0.00	
3231	Printing and Related Support Activities	0.00%	0.00%	0.00	
3241	Petroleum and Coal Products Manufacturing	0.00%	0.07%	0.00	
3273	Cement and Concrete Product Manufacturing	0.00%	0.12%	0.00	
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
	Refrigeration Equipment Manufacturing				
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%	0.00	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4431	Electronics and Appliance Stores	0.00%	0.00%		
4441	Building Material and Supplies Dealers	0.00%	0.01%	0.00	
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.07%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.07%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5413	Architectural, Engineering, and Related Services	2.56%	0.04%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.01%	0.00	
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.01%	0.00	
5613	Employment Services	0.00%	0.05%	0.00	
5617	Services to Buildings and Dwellings	0.43%	0.05%		
5619	Other Support Services	0.00%	0.04%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is statistically significant at the 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-2.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
ASIAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%	0.00	
2212	Natural Gas Distribution	0.00%	0.00%		
2213	Water, Sewage and Other Systems	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.02%	2.87%	0.62	
2371	Utility System Construction	0.00%	0.03%	0.00	
2373	Highway, Street, and Bridge Construction	0.36%	1.52%	23.62	
2379	Other Heavy and Civil Engineering Construction	0.00%	0.65%	0.00	
2381	Foundation, Structure, and Building Exterior Contractors	0.45%	0.21%		
2382	Building Equipment Contractors	0.10%	0.19%	53.19	
2383	Building Finishing Contractors	0.00%	0.03%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.04%	0.00	
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.00%	0.00	
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%	0.00	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	4.17%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4431	Electronics and Appliance Stores	0.00%	0.00%		
4441	Building Material and Supplies Dealers	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%		
4841	General Freight Trucking	0.00%	0.00%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	0.58%	0.02%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.00%	0.00	
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.01%	0.00	
5613	Employment Services	0.00%	0.02%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.01%	0.00	
5619	Other Support Services	0.00%	0.01%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “***” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-3.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
HISPANIC AMERICAN OR LATINO FIRMS

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%	0.00	
2212	Natural Gas Distribution	0.00%	0.00%		
2213	Water, Sewage and Other Systems	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	5.74%	4.18%		
2371	Utility System Construction	27.24%	0.34%		
2373	Highway, Street, and Bridge Construction	45.35%	2.84%		
2379	Other Heavy and Civil Engineering Construction	5.71%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	6.04%	0.89%		
2382	Building Equipment Contractors	0.00%	1.01%	0.00	
2383	Building Finishing Contractors	1.34%	0.19%		
2389	Other Specialty Trade Contractors	45.23%	0.48%		
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.00%	0.00	
3241	Petroleum and Coal Products Manufacturing	2.82%	0.00%		
3273	Cement and Concrete Product Manufacturing	99.97%	0.23%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	100.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4431	Electronics and Appliance Stores	0.00%	0.00%	0.00	
4441	Building Material and Supplies Dealers	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%		
4841	General Freight Trucking	2.60%	0.19%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4884	Support Activities for Road Transportation	100.00%	0.03%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	22.76%	0.03%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.00%	0.00	
5613	Employment Services	96.81%	0.00%		
5617	Services to Buildings and Dwellings	18.97%	0.05%		
5619	Other Support Services	0.00%	0.02%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “***” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-4.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
NATIVE AMERICAN/AMERICAN INDIAN FIRMS

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%		
2212	Natural Gas Distribution	0.00%	0.00%		
2213	Water, Sewage and Other Systems	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%		
2362	Nonresidential Building Construction	0.05%	0.23%	21.37	
2371	Utility System Construction	0.00%	0.00%		
2373	Highway, Street, and Bridge Construction	0.00%	0.00%		
2379	Other Heavy and Civil Engineering Construction	0.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	0.22%	0.06%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
2382	Building Equipment Contractors	0.00%	0.27%	0.00	
2383	Building Finishing Contractors	27.63%	0.00%		
2389	Other Specialty Trade Contractors	0.00%	0.07%	0.00	
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.00%		
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4431	Electronics and Appliance Stores	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
4441	Building Material and Supplies Dealers	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4841	General Freight Trucking	0.00%	0.00%		
4842	Specialized Freight Trucking	0.00%	0.00%		
4884	Support Activities for Road Transportation	0.00%	0.00%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%		
5413	Architectural, Engineering, and Related Services	0.00%	0.00%	0.00	
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.00%	0.00	
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.00%		
5613	Employment Services	0.00%	0.01%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.01%	0.00	
5619	Other Support Services	0.00%	0.00%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.00%		
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “***” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-5.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
MBE FIRMS

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.01%	0.00	
2212	Natural Gas Distribution	0.00%	0.11%	0.00	
2213	Water, Sewage and Other Systems	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	5.89%	11.10%	53.09	
2371	Utility System Construction	30.15%	0.64%		
2373	Highway, Street, and Bridge Construction	47.10%	6.05%		
2379	Other Heavy and Civil Engineering Construction	21.40%	0.80%		
2381	Foundation, Structure, and Building Exterior Contractors	6.77%	1.55%		
2382	Building Equipment Contractors	1.36%	3.31%	40.99	
2383	Building Finishing Contractors	28.97%	0.25%		
2389	Other Specialty Trade Contractors	48.21%	0.86%		
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.01%	0.00	
3231	Printing and Related Support Activities	0.00%	0.00%	0.00	
3241	Petroleum and Coal Products Manufacturing	2.82%	0.07%		
3273	Cement and Concrete Product Manufacturing	99.97%	0.35%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	4.17%	0.03%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	100.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4431	Electronics and Appliance Stores	0.00%	0.00%	0.00	
4441	Building Material and Supplies Dealers	0.00%	0.01%	0.00	
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4841	General Freight Trucking	2.60%	0.26%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4884	Support Activities for Road Transportation	100.00%	0.10%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	25.89%	0.10%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.02%	0.00	
5613	Employment Services	96.81%	0.08%		
5617	Services to Buildings and Dwellings	19.40%	0.12%		
5619	Other Support Services	0.00%	0.06%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “***” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-6.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
NON-MINORITY FEMALES FIRMS

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.00%		
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.01%	0.00	
2212	Natural Gas Distribution	0.00%	0.11%	0.00	
2213	Water, Sewage and Other Systems	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	5.89%	11.10%	53.09	
2371	Utility System Construction	30.15%	0.64%		
2373	Highway, Street, and Bridge Construction	47.10%	6.05%		
2379	Other Heavy and Civil Engineering Construction	21.40%	0.80%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
2381	Foundation, Structure, and Building Exterior Contractors	6.77%	1.55%		
2382	Building Equipment Contractors	1.36%	3.31%	40.99	
2383	Building Finishing Contractors	28.97%	0.25%		
2389	Other Specialty Trade Contractors	48.21%	0.86%		
3141	Textile Furnishings Mills	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.01%	0.00	
3231	Printing and Related Support Activities	0.00%	0.00%	0.00	
3241	Petroleum and Coal Products Manufacturing	2.82%	0.07%		
3273	Cement and Concrete Product Manufacturing	99.97%	0.35%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%	0.00	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	4.17%	0.03%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	100.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
4431	Electronics and Appliance Stores	0.00%	0.00%	0.00	
4441	Building Material and Supplies Dealers	0.00%	0.01%	0.00	
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4841	General Freight Trucking	2.60%	0.26%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4884	Support Activities for Road Transportation	100.00%	0.10%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	25.89%	0.10%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.01%	0.00	
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.02%	0.00	
5613	Employment Services	96.81%	0.08%		
5617	Services to Buildings and Dwellings	19.40%	0.12%		
5619	Other Support Services	0.00%	0.06%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “***” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-7.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION
M/FBE FIRMS

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
1151	Support Activities for Crop Production	0.00%	0.03%	0.00	
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.01%	0.00	
2212	Natural Gas Distribution	0.00%	0.11%	0.00	
2213	Water, Sewage and Other Systems	0.00%	0.02%	0.00	
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	10.23%	16.75%	61.07	
2371	Utility System Construction	30.15%	1.48%		
2373	Highway, Street, and Bridge Construction	47.75%	6.80%		
2379	Other Heavy and Civil Engineering Construction	23.95%	1.68%		
2381	Foundation, Structure, and Building Exterior Contractors	10.28%	2.60%		
2382	Building Equipment Contractors	1.49%	5.18%	28.66	
2383	Building Finishing Contractors	28.97%	0.34%		
2389	Other Specialty Trade Contractors	49.87%	1.24%		
3141	Textile Furnishings Mills	0.00%	0.00%	0.00	
3219	Other Wood Product Manufacturing	0.00%	0.09%	0.00	
3231	Printing and Related Support Activities	0.00%	0.01%	0.00	
3241	Petroleum and Coal Products Manufacturing	2.82%	0.22%		
3273	Cement and Concrete Product Manufacturing	99.97%	0.58%		
3323	Architectural and Structural Metals Manufacturing	0.00%	0.01%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.01%	0.00	
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	16.41%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.02%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	4.17%	0.07%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	100.00%	0.01%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%	0.00	
4431	Electronics and Appliance Stores	0.00%	0.00%	0.00	
4441	Building Material and Supplies Dealers	0.00%	0.04%	0.00	
4491	Furniture and Home Furnishings Retailers	100.00%	0.01%		
4572	Fuel Dealers	0.00%	0.00%	0.00	
4841	General Freight Trucking	2.60%	0.31%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4884	Support Activities for Road Transportation	100.00%	0.16%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	29.33%	0.16%		
5415	Computer Systems Design and Related Services	0.00%	0.00%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.01%	0.02%	43.49	
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.02%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5613	Employment Services	96.81%	0.12%		
5617	Services to Buildings and Dwellings	21.04%	0.15%		
5619	Other Support Services	0.00%	0.14%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “**” indicates the disparity is significant at a 10% level or better (90% confidence). “***” indicates significance at a 5% level or better (95% confidence).

TABLE C-8.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
AFRICAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.01%	0.00	
2379	Other Heavy and Civil Engineering Construction	1.59%	0.01%		
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.04%	0.00	
2383	Building Finishing Contractors	0.00%	0.01%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.03%	0.00	
3231	Printing and Related Support Activities	0.00%	0.01%	0.00	
3332	Industrial Machinery Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	74.91%	0.01%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	100.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.00%	0.00	
4842	Specialized Freight Trucking	85.15%	0.00%		
4851	Urban Transit Systems	100.00%	0.01%		
4853	Taxi and Limousine Service	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.01%	0.00	
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.01%	0.00	
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%	0.00	
5223	Activities Related to Credit Intermediation	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	4.45%	0.01%		
5241	Insurance Carriers	0.00%	0.00%	0.00	
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.64%	0.00	
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	0.00%	0.03%	0.00	
5311	Lessors of Real Estate	0.00%	0.00%	0.00	
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5313	Activities Related to Real Estate	0.00%	0.11%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.01%	0.00	
5322	Consumer Goods Rental	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.31%	0.00	
5411	Legal Services	0.00%	0.03%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	4.90%	0.17%		
5413	Architectural, Engineering, and Related Services	1.94%	3.22%	60.38	
5414	Specialized Design Services	10.34%	0.06%		
5415	Computer Systems Design and Related Services	6.19%	4.03%		
5416	Management, Scientific, and Technical Consulting Services	20.69%	5.65%		
5417	Scientific Research and Development Services	0.00%	0.00%	0.00	
5418	Advertising, Public Relations, and Related Services	0.00%	0.03%	0.00	
5419	Other Professional, Scientific, and Technical Services	29.61%	0.08%		
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.03%	0.00	
5614	Business Support Services	0.00%	0.08%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	8.76%	0.03%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5619	Other Support Services	67.67%	0.00%		
5621	Waste Collection	0.00%	0.00%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	2.61%	0.76%		
6115	Technical and Trade Schools	0.00%	0.01%	0.00	
6116	Other Schools and Instruction	9.16%	0.03%		
6117	Educational Support Services	11.48%	0.03%		
6211	Offices of Physicians	1.19%	0.02%		
6212	Offices of Dentists	16.22%	0.04%		
6213	Offices of Other Health Practitioners	6.18%	1.17%		
6214	Outpatient Care Centers	2.20%	0.06%		
6215	Medical and Diagnostic Laboratories	0.10%	0.01%		
6216	Home Health Care Services	30.76%	1.37%		
6219	Other Ambulatory Health Care Services	5.95%	0.06%		
6221	General Medical and Surgical Hospitals	0.00%	0.02%	0.00	
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%		
6231	Nursing Care Facilities (Skilled Nursing Facilities)	100.00%	0.00%		
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	7.57%	0.02%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%	0.00	
6239	Other Residential Care Facilities	0.00%	0.00%	0.00	
6241	Individual and Family Services	2.72%	0.63%		
6242	Community Food and Housing, and Emergency and Other Relief Services	0.63%	0.03%		
6243	Vocational Rehabilitation Services	0.00%	0.03%	0.00	
6244	Child Day Care Services	14.15%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	
7132	Gambling Industries	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
7139	Other Amusement and Recreation Industries	0.00%	0.00%		
7223	Special Food Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	100.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “**” indicates the disparity is significant at a 10% level or better (90% confidence). “***” indicates significance at a 5% level or better (95% confidence).

TABLE C-9.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
ASIAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.01%	0.00	
2379	Other Heavy and Civil Engineering Construction	0.00%	0.02%	0.00	
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.01%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%	0.00	
3231	Printing and Related Support Activities	0.00%	0.01%	0.00	
3332	Industrial Machinery Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.00%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4851	Urban Transit Systems	0.00%	0.00%		
4853	Taxi and Limousine Service	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%	0.00	
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%		
5223	Activities Related to Credit Intermediation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%		
5239	Other Financial Investment Activities	0.00%	0.00%		
5241	Insurance Carriers	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.20%	0.02%		
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	0.00%	0.00%		
5311	Lessors of Real Estate	0.00%	0.00%	0.00	
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5313	Activities Related to Real Estate	0.00%	0.02%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5322	Consumer Goods Rental	0.00%	0.00%		
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.10%	0.00	
5413	Architectural, Engineering, and Related Services	3.48%	1.63%		
5414	Specialized Design Services	1.40%	0.00%		
5415	Computer Systems Design and Related Services	0.04%	3.62%	0.98	¥¥¥
5416	Management, Scientific, and Technical Consulting Services	0.61%	1.68%	36.13	¥
5417	Scientific Research and Development Services	0.00%	0.00%	0.00	
5418	Advertising, Public Relations, and Related Services	3.85%	0.01%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.02%	0.00	
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.01%	0.00	
5614	Business Support Services	0.00%	0.02%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	32.63%	0.01%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	0.00%	0.00%		
6115	Technical and Trade Schools	0.00%	0.00%	0.00	
6116	Other Schools and Instruction	4.41%	0.01%		
6117	Educational Support Services	0.00%	0.00%	0.00	
6211	Offices of Physicians	0.00%	0.01%	0.00	
6212	Offices of Dentists	0.00%	0.03%	0.00	
6213	Offices of Other Health Practitioners	0.00%	0.54%	0.00	
6214	Outpatient Care Centers	0.00%	0.01%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%		
6216	Home Health Care Services	0.00%	0.00%		
6219	Other Ambulatory Health Care Services	0.00%	0.02%	0.00	
6221	General Medical and Surgical Hospitals	0.00%	0.00%		
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%		
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%		
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%		
6239	Other Residential Care Facilities	0.00%	0.00%		
6241	Individual and Family Services	3.00%	0.33%		
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%		
6243	Vocational Rehabilitation Services	0.00%	0.00%		
6244	Child Day Care Services	0.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	
7132	Gambling Industries	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7223	Special Food Services	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “**” indicates the disparity is significant at a 10% level or better (90% confidence). “***” indicates significance at a 5% level or better (95% confidence).

TABLE C-10.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
HISPANIC AMERICAN OR LATINO FIRMS

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	17.55%	0.00%		
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.01%	0.00	
2379	Other Heavy and Civil Engineering Construction	0.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	0.19%	0.01%		
2382	Building Equipment Contractors	0.00%	0.02%	0.00	
2383	Building Finishing Contractors	0.00%	0.05%	0.00	
2389	Other Specialty Trade Contractors	18.09%	0.05%		
3231	Printing and Related Support Activities	18.63%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	71.56%	0.01%		
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4851	Urban Transit Systems	0.00%	0.01%	0.00	
4853	Taxi and Limousine Service	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%		
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5223	Activities Related to Credit Intermediation	0.00%	0.00%	0.00	
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%		
5239	Other Financial Investment Activities	0.00%	0.00%		
5241	Insurance Carriers	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.62%	0.00	
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	0.00%	0.00%		
5311	Lessors of Real Estate	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	14.45%	0.00%		
5313	Activities Related to Real Estate	0.00%	0.01%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5322	Consumer Goods Rental	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.05%	0.00	
5413	Architectural, Engineering, and Related Services	23.79%	2.44%		
5414	Specialized Design Services	0.11%	0.00%		
5415	Computer Systems Design and Related Services	0.00%	0.52%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.27%	1.37%	19.82	¥¥
5417	Scientific Research and Development Services	2.75%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.32%	0.01%		
5419	Other Professional, Scientific, and Technical Services	2.04%	0.01%		
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.00%	0.00	
5614	Business Support Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5617	Services to Buildings and Dwellings	0.00%	0.04%	0.00	
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	0.58%	0.00%		
6115	Technical and Trade Schools	0.00%	0.01%	0.00	
6116	Other Schools and Instruction	0.62%	0.00%		
6117	Educational Support Services	3.33%	0.00%		
6211	Offices of Physicians	0.00%	0.01%	0.00	
6212	Offices of Dentists	0.00%	0.00%		
6213	Offices of Other Health Practitioners	0.41%	0.54%	75.15	
6214	Outpatient Care Centers	0.00%	0.01%	0.00	
6215	Medical and Diagnostic Laboratories	0.03%	0.00%		
6216	Home Health Care Services	0.00%	0.01%	0.00	
6219	Other Ambulatory Health Care Services	0.00%	0.00%	0.00	
6221	General Medical and Surgical Hospitals	0.00%	0.00%		
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%		
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%	0.00	
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	33.30%	0.00%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%		
6239	Other Residential Care Facilities	0.00%	0.00%		
6241	Individual and Family Services	8.23%	0.33%		
6242	Community Food and Housing, and Emergency and Other Relief Services	2.80%	0.06%		
6243	Vocational Rehabilitation Services	0.00%	0.00%		
6244	Child Day Care Services	0.00%	0.00%	0.00	
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
7132	Gambling Industries	0.00%	0.00%		
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7223	Special Food Services	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-11.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
NATIVE AMERICAN/AMERICAN INDIAN FIRMS

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%		
2373	Highway, Street, and Bridge Construction	0.00%	0.00%		
2379	Other Heavy and Civil Engineering Construction	0.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.01%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
3231	Printing and Related Support Activities	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%		
4841	General Freight Trucking	0.00%	0.00%		
4842	Specialized Freight Trucking	14.85%	0.00%		
4851	Urban Transit Systems	0.00%	0.00%		
4853	Taxi and Limousine Service	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%		
4885	Freight Transportation Arrangement	0.00%	0.00%		
4921	Couriers and Express Delivery Services	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%		
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%		
5221	Depository Credit Intermediation	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
5222	Nondepository Credit Intermediation	0.00%	0.00%		
5223	Activities Related to Credit Intermediation	0.00%	0.00%		
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%		
5239	Other Financial Investment Activities	0.00%	0.00%		
5241	Insurance Carriers	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%		
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	1.32%	0.00%		
5311	Lessors of Real Estate	0.00%	0.00%		
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%	0.00	
5313	Activities Related to Real Estate	0.00%	0.00%		
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5322	Consumer Goods Rental	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%		
5413	Architectural, Engineering, and Related Services	0.00%	0.16%	0.00	
5414	Specialized Design Services	0.00%	0.00%		
5415	Computer Systems Design and Related Services	0.00%	0.47%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.07%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.00%		
5613	Employment Services	0.00%	0.00%	0.00	
5614	Business Support Services	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.01%	0.00	
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%		
5622	Waste Treatment and Disposal	0.00%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.00%		
6114	Business Schools and Computer and Management Training	0.00%	0.00%		
6115	Technical and Trade Schools	0.00%	0.00%		
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	1.54%	0.00%		
6211	Offices of Physicians	0.00%	0.00%	0.00	
6212	Offices of Dentists	0.00%	0.00%		
6213	Offices of Other Health Practitioners	0.00%	0.00%		
6214	Outpatient Care Centers	0.00%	0.00%		
6215	Medical and Diagnostic Laboratories	0.00%	0.00%		
6216	Home Health Care Services	0.00%	0.00%		
6219	Other Ambulatory Health Care Services	0.00%	0.00%	0.00	
6221	General Medical and Surgical Hospitals	0.00%	0.00%		
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%		
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%		
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%		
6239	Other Residential Care Facilities	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%		
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%		
6243	Vocational Rehabilitation Services	0.00%	0.00%		
6244	Child Day Care Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
7115	Independent Artists, Writers, and Performers	0.00%	0.00%		
7132	Gambling Industries	0.00%	0.00%		
7139	Other Amusement and Recreation Industries	0.00%	0.00%		
7223	Special Food Services	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		
8121	Personal Care Services	0.00%	0.00%		
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-12.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
MBE FIRMS

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	17.55%	0.01%		
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.03%	0.00	
2379	Other Heavy and Civil Engineering Construction	1.59%	0.03%		
2381	Foundation, Structure, and Building Exterior Contractors	0.19%	0.02%		
2382	Building Equipment Contractors	0.00%	0.08%	0.00	
2383	Building Finishing Contractors	0.00%	0.06%	0.00	
2389	Other Specialty Trade Contractors	18.09%	0.09%		
3231	Printing and Related Support Activities	18.63%	0.02%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	74.91%	0.02%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.06%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	100.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	71.56%	0.01%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4851	Urban Transit Systems	100.00%	0.02%		
4853	Taxi and Limousine Service	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.01%	0.00	
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.01%	0.00	
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5223	Activities Related to Credit Intermediation	0.00%	0.01%	0.00	
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	4.45%	0.01%		
5241	Insurance Carriers	0.00%	0.00%	0.00	
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.20%	1.28%	15.85	¥¥
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	1.32%	0.03%		
5311	Lessors of Real Estate	0.00%	0.00%	0.00	
5312	Offices of Real Estate Agents and Brokers	14.45%	0.01%		
5313	Activities Related to Real Estate	0.00%	0.14%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.01%	0.00	
5322	Consumer Goods Rental	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.31%	0.00	
5411	Legal Services	0.00%	0.03%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	4.90%	0.32%		
5413	Architectural, Engineering, and Related Services	29.21%	7.45%		
5414	Specialized Design Services	11.86%	0.06%		
5415	Computer Systems Design and Related Services	6.23%	8.64%	72.05	¥
5416	Management, Scientific, and Technical Consulting Services	21.57%	8.76%		
5417	Scientific Research and Development Services	2.75%	0.01%		
5418	Advertising, Public Relations, and Related Services	4.16%	0.05%		
5419	Other Professional, Scientific, and Technical Services	31.65%	0.12%		
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.04%	0.00	
5614	Business Support Services	0.00%	0.10%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5617	Services to Buildings and Dwellings	41.40%	0.08%		
5619	Other Support Services	67.67%	0.00%		
5621	Waste Collection	0.00%	0.00%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	3.19%	0.76%		
6115	Technical and Trade Schools	0.00%	0.02%	0.00	
6116	Other Schools and Instruction	14.19%	0.04%		
6117	Educational Support Services	16.35%	0.04%		
6211	Offices of Physicians	1.19%	0.05%		
6212	Offices of Dentists	16.22%	0.07%		
6213	Offices of Other Health Practitioners	6.59%	2.26%		
6214	Outpatient Care Centers	2.20%	0.07%		
6215	Medical and Diagnostic Laboratories	0.12%	0.01%		
6216	Home Health Care Services	30.76%	1.37%		
6219	Other Ambulatory Health Care Services	5.95%	0.10%		
6221	General Medical and Surgical Hospitals	0.00%	0.02%	0.00	
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%		
6231	Nursing Care Facilities (Skilled Nursing Facilities)	100.00%	0.00%		
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	40.87%	0.02%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%	0.00	
6239	Other Residential Care Facilities	0.00%	0.00%	0.00	
6241	Individual and Family Services	13.95%	1.28%		
6242	Community Food and Housing, and Emergency and Other Relief Services	3.43%	0.10%		
6243	Vocational Rehabilitation Services	0.00%	0.03%	0.00	
6244	Child Day Care Services	14.15%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
7132	Gambling Industries	0.00%	0.00%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7223	Special Food Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	100.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-13.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
NON-MINORITY FEMALES FIRMS

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.00%	0.00	
2379	Other Heavy and Civil Engineering Construction	0.00%	0.03%	0.00	
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.01%	0.00	
2382	Building Equipment Contractors	0.00%	0.04%	0.00	
2383	Building Finishing Contractors	0.00%	0.02%	0.00	
2389	Other Specialty Trade Contractors	15.11%	0.04%		
3231	Printing and Related Support Activities	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.02%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.11%	0.02%		
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.01%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.01%	0.00	
4442	Lawn and Garden Equipment and Supplies Stores	100.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.00%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4851	Urban Transit Systems	0.00%	0.02%	0.00	
4853	Taxi and Limousine Service	78.70%	0.00%		
4859	Other Transit and Ground Passenger Transportation	0.00%	0.01%	0.00	
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.00%	0.00	
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	97.14%	0.00%		
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
5223	Activities Related to Credit Intermediation	0.00%	0.02%	0.00	
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5241	Insurance Carriers	0.00%	0.00%	0.00	
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.81%	0.00	¥
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	0.00%	0.05%	0.00	
5311	Lessors of Real Estate	0.00%	0.00%	0.00	
5312	Offices of Real Estate Agents and Brokers	0.00%	0.01%	0.00	
5313	Activities Related to Real Estate	0.00%	0.18%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.02%	0.00	
5322	Consumer Goods Rental	0.00%	0.01%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.87%	0.00	¥¥
5411	Legal Services	0.00%	0.10%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.34%	0.00	
5413	Architectural, Engineering, and Related Services	2.25%	4.30%	52.29	¥¥
5414	Specialized Design Services	0.00%	0.08%	0.00	
5415	Computer Systems Design and Related Services	0.06%	4.57%	1.31	¥¥¥
5416	Management, Scientific, and Technical Consulting Services	25.87%	8.52%		
5417	Scientific Research and Development Services	0.00%	0.05%	0.00	
5418	Advertising, Public Relations, and Related Services	0.00%	0.30%	0.00	
5419	Other Professional, Scientific, and Technical Services	3.05%	0.50%		
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	90.40%	0.02%		
5614	Business Support Services	0.00%	0.05%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
5617	Services to Buildings and Dwellings	7.21%	0.02%		
5619	Other Support Services	0.00%	0.01%	0.00	
5621	Waste Collection	100.00%	0.00%		
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	0.06%	0.32%	18.10	
6115	Technical and Trade Schools	0.00%	0.06%	0.00	
6116	Other Schools and Instruction	6.61%	0.33%		
6117	Educational Support Services	0.00%	0.11%	0.00	
6211	Offices of Physicians	0.00%	0.17%	0.00	
6212	Offices of Dentists	0.00%	0.37%	0.00	
6213	Offices of Other Health Practitioners	0.33%	2.44%	13.58	YYY
6214	Outpatient Care Centers	0.00%	0.23%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.08%	0.00	
6216	Home Health Care Services	4.70%	0.63%		
6219	Other Ambulatory Health Care Services	0.00%	0.19%	0.00	
6221	General Medical and Surgical Hospitals	0.00%	0.14%	0.00	
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%	0.00	
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.01%	0.00	
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.02%	0.00	
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.01%	0.00	
6239	Other Residential Care Facilities	0.00%	0.01%	0.00	
6241	Individual and Family Services	0.63%	0.69%	91.91	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.03%	0.00	
6243	Vocational Rehabilitation Services	0.00%	0.13%	0.00	
6244	Child Day Care Services	0.00%	0.07%	0.00	
7115	Independent Artists, Writers, and Performers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
7132	Gambling Industries	0.00%	0.00%		
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7223	Special Food Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-14.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES
M/FBE FIRMS

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
2362	Nonresidential Building Construction	17.55%	0.01%		
2371	Utility System Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.03%	0.00	
2379	Other Heavy and Civil Engineering Construction	1.59%	0.06%		
2381	Foundation, Structure, and Building Exterior Contractors	0.19%	0.03%		
2382	Building Equipment Contractors	0.00%	0.12%	0.00	
2383	Building Finishing Contractors	0.00%	0.09%	0.00	
2389	Other Specialty Trade Contractors	33.19%	0.12%		
3231	Printing and Related Support Activities	18.63%	0.03%		

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.02%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	74.91%	0.04%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.11%	0.09%		
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.01%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	100.00%	0.01%		
4442	Lawn and Garden Equipment and Supplies Stores	100.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	71.56%	0.02%		
4842	Specialized Freight Trucking	100.00%	0.00%		
4851	Urban Transit Systems	100.00%	0.03%		
4853	Taxi and Limousine Service	78.70%	0.00%		
4859	Other Transit and Ground Passenger Transportation	0.00%	0.02%	0.00	
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4921	Couriers and Express Delivery Services	0.00%	0.01%	0.00	
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	97.14%	0.00%		
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%	0.00	
5221	Depository Credit Intermediation	0.00%	0.00%		
5222	Nondepository Credit Intermediation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5223	Activities Related to Credit Intermediation	0.00%	0.03%	0.00	
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.02%	0.00	
5239	Other Financial Investment Activities	4.45%	0.01%		
5241	Insurance Carriers	0.00%	0.00%	0.00	
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.20%	2.10%	9.70	¥¥¥
5251	Insurance and Employee Benefit Funds	0.00%	0.00%		
5259	Other Investment Pools and Funds	1.32%	0.09%		
5311	Lessors of Real Estate	0.00%	0.00%	0.00	
5312	Offices of Real Estate Agents and Brokers	14.45%	0.02%		
5313	Activities Related to Real Estate	0.00%	0.32%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.03%	0.00	
5322	Consumer Goods Rental	0.00%	0.02%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	1.18%	0.00	¥¥
5411	Legal Services	0.00%	0.13%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	4.90%	0.65%		
5413	Architectural, Engineering, and Related Services	31.45%	11.75%		
5414	Specialized Design Services	11.86%	0.14%		
5415	Computer Systems Design and Related Services	6.29%	13.21%	47.59	¥¥¥
5416	Management, Scientific, and Technical Consulting Services	47.44%	17.29%		
5417	Scientific Research and Development Services	2.75%	0.05%		
5418	Advertising, Public Relations, and Related Services	4.16%	0.34%		
5419	Other Professional, Scientific, and Technical Services	34.71%	0.62%		
5611	Office Administrative Services	0.00%	0.00%	0.00	
5613	Employment Services	90.40%	0.06%		
5614	Business Support Services	0.00%	0.16%	0.00	
5616	Investigation and Security Services	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5617	Services to Buildings and Dwellings	48.60%	0.10%		
5619	Other Support Services	67.67%	0.01%		
5621	Waste Collection	100.00%	0.00%		
5622	Waste Treatment and Disposal	0.00%	0.00%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.00%	0.00	
6114	Business Schools and Computer and Management Training	3.24%	1.07%		
6115	Technical and Trade Schools	0.00%	0.07%	0.00	
6116	Other Schools and Instruction	20.81%	0.37%		
6117	Educational Support Services	16.35%	0.15%		
6211	Offices of Physicians	1.19%	0.21%		
6212	Offices of Dentists	16.22%	0.44%		
6213	Offices of Other Health Practitioners	6.92%	4.70%		
6214	Outpatient Care Centers	2.20%	0.31%		
6215	Medical and Diagnostic Laboratories	0.12%	0.09%		
6216	Home Health Care Services	35.46%	2.00%		
6219	Other Ambulatory Health Care Services	5.95%	0.28%		
6221	General Medical and Surgical Hospitals	0.00%	0.15%	0.00	
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%	0.00	
6231	Nursing Care Facilities (Skilled Nursing Facilities)	100.00%	0.02%		
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	40.87%	0.05%		
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.02%	0.00	
6239	Other Residential Care Facilities	0.00%	0.01%	0.00	
6241	Individual and Family Services	14.58%	1.97%		
6242	Community Food and Housing, and Emergency and Other Relief Services	3.43%	0.13%		
6243	Vocational Rehabilitation Services	0.00%	0.16%	0.00	
6244	Child Day Care Services	14.15%	0.07%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
7132	Gambling Industries	0.00%	0.00%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7223	Special Food Services	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%	0.00	
8121	Personal Care Services	0.00%	0.00%	0.00	
8129	Other Personal Services	0.00%	0.00%	0.00	
8133	Social Advocacy Organizations	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	100.00%	0.00%		
9241	Administration of Environmental Quality Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-15.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
AFRICAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	100.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.00%	0.00	
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%	0.00	
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.02%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.01%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.01%	0.00	
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%	0.00	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	100.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.05%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	5.36%	0.01%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4571	Gasoline Stations	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4812	Nonscheduled Air Transportation	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4841	General Freight Trucking	63.56%	0.01%		
4842	Specialized Freight Trucking	4.23%	0.06%		
4851	Urban Transit Systems	0.25%	0.34%	74.96	
4853	Taxi and Limousine Service	0.00%	0.07%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.00%	0.10%	0.00	
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	7.24%	0.05%		
4885	Freight Transportation Arrangement	0.00%	0.01%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	0.00%	0.01%	0.00	
4922	Local Messengers and Local Delivery	0.00%	0.00%	0.00	
5121	Motion Picture and Video Industries	0.22%	0.01%		
5122	Sound Recording Industries	40.19%	0.00%		
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.01%	0.00	
5132	Software Publishers	0.00%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.06%	0.05%		
5174	Satellite Telecommunications	24.17%	0.00%		
5178	All Other Telecommunications	0.00%	0.02%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.01%	0.00	
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.02%	0.00	
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	100.00%	0.00%		
5413	Architectural, Engineering, and Related Services	0.00%	0.08%	0.00	
5414	Specialized Design Services	0.00%	0.01%	0.00	
5415	Computer Systems Design and Related Services	0.00%	0.09%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.06%	0.00	
5417	Scientific Research and Development Services	100.00%	0.01%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.08%	0.00	
5612	Facilities Support Services	0.00%	0.00%	0.00	
5613	Employment Services	33.64%	0.64%		
5614	Business Support Services	18.49%	0.11%		
5615	Travel Arrangement and Reservation Services	0.00%	0.10%	0.00	
5616	Investigation and Security Services	45.18%	1.04%		
5617	Services to Buildings and Dwellings	11.66%	2.59%		
5619	Other Support Services	0.47%	1.92%	24.67	¥¥¥
5621	Waste Collection	60.60%	0.22%		
5622	Waste Treatment and Disposal	1.35%	0.32%		
5629	Remediation and Other Waste Management Services	0.00%	1.01%	0.00	¥¥¥
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%	0.00	
6213	Offices of Other Health Practitioners	100.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%	0.00	
7111	Performing Arts Companies	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
7112	Spectator Sports	98.12%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.01%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%		
7211	Traveler Accommodation	0.70%	0.00%		
7223	Special Food Services	0.00%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.01%	0.00	
8111	Automotive Repair and Maintenance	7.06%	1.01%		
8112	Electronic and Precision Equipment Repair and Maintenance	55.48%	0.06%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.29%	0.10%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.02%	0.00	
8122	Death Care Services	0.00%	0.00%	0.00	
8123	Drycleaning and Laundry Services	0.72%	0.00%		
8129	Other Personal Services	14.67%	0.45%		
8131	Religious Organizations	0.00%	0.01%	0.00	
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.02%	0.00	
8134	Civic and Social Organizations	0.00%	0.02%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.01%	0.00	
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.36%	0.00%		
9231	Administration of Human Resource Programs	99.67%	0.00%		
9261	Administration of Economic Programs	3.30%	0.01%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. "¥" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "¥¥" indicates the disparity is significant at a 10% level or better (90% confidence). "¥¥¥" indicates significance at a 5% level or better (95% confidence).

TABLE C-16.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
ASIAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	0.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%	0.00	
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%	0.00	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%	0.00	
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	2.22%	0.04%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	0.00%	0.00%	0.00	
4842	Specialized Freight Trucking	0.00%	0.01%	0.00	
4851	Urban Transit Systems	0.00%	0.00%		
4853	Taxi and Limousine Service	0.00%	0.02%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%		
4859	Other Transit and Ground Passenger Transportation	0.00%	0.05%	0.00	
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%		
4884	Support Activities for Road Transportation	0.00%	0.00%		
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4921	Couriers and Express Delivery Services	82.22%	0.00%		
4922	Local Messengers and Local Delivery	0.00%	0.00%		
5121	Motion Picture and Video Industries	0.00%	0.01%	0.00	
5122	Sound Recording Industries	0.00%	0.00%		
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%	0.00	
5132	Software Publishers	0.23%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.01%	0.00	
5174	Satellite Telecommunications	0.00%	0.00%		
5178	All Other Telecommunications	0.00%	0.00%		
5182	Data Processing, Hosting, and Related Services	1.45%	0.19%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	0.00%	0.04%	0.00	
5414	Specialized Design Services	0.00%	0.00%	0.00	
5415	Computer Systems Design and Related Services	3.61%	0.08%		
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.02%	0.00	

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5417	Scientific Research and Development Services	0.00%	0.00%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.01%	0.00	
5612	Facilities Support Services	0.00%	0.00%	0.00	
5613	Employment Services	6.27%	0.23%		
5614	Business Support Services	0.00%	0.02%	0.00	
5615	Travel Arrangement and Reservation Services	0.00%	0.01%	0.00	
5616	Investigation and Security Services	0.00%	0.01%	0.00	
5617	Services to Buildings and Dwellings	13.29%	0.43%		
5619	Other Support Services	0.00%	0.41%	0.00	¥¥¥
5621	Waste Collection	0.00%	0.07%	0.00	
5622	Waste Treatment and Disposal	0.00%	0.09%	0.00	
5629	Remediation and Other Waste Management Services	0.00%	0.07%	0.00	
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%	0.00	
6213	Offices of Other Health Practitioners	0.00%	0.00%	0.00	
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%		
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	0.00%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7211	Traveler Accommodation	0.00%	0.00%		
7223	Special Food Services	0.00%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.01%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.61%	0.00	¥¥¥

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.98%	0.05%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%	0.00	
8122	Death Care Services	0.00%	0.00%		
8123	Drycleaning and Laundry Services	0.00%	0.03%	0.00	
8129	Other Personal Services	0.00%	0.00%		
8131	Religious Organizations	0.00%	0.00%	0.00	
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.00%		
8134	Civic and Social Organizations	0.00%	0.00%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%		
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9231	Administration of Human Resource Programs	0.00%	0.00%		
9261	Administration of Economic Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. "¥" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "¥¥" indicates the disparity is significant at a 10% level or better (90% confidence). "¥¥¥" indicates significance at a 5% level or better (95% confidence).

TABLE C-17.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
HISPANIC AMERICAN OR LATINO FIRMS

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
1152	Support Activities for Animal Production	0.00%	0.00%	0.00	
2361	Residential Building Construction	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	100.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	96.67%	0.00%		
2382	Building Equipment Contractors	45.02%	0.01%		
2389	Other Specialty Trade Contractors	0.00%	0.01%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	39.16%	0.00%		
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	10.50%	0.03%		
4842	Specialized Freight Trucking	0.00%	0.21%	0.00	¥¥
4851	Urban Transit Systems	0.00%	0.17%	0.00	¥
4853	Taxi and Limousine Service	0.00%	0.02%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%		
4859	Other Transit and Ground Passenger Transportation	0.18%	0.00%		
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	6.72%	0.02%		
4885	Freight Transportation Arrangement	0.00%	0.00%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	0.00%	0.00%		
4922	Local Messengers and Local Delivery	0.00%	0.00%		
5121	Motion Picture and Video Industries	58.61%	0.00%		
5122	Sound Recording Industries	0.00%	0.00%		
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%	0.00	
5132	Software Publishers	0.00%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.01%	0.00	
5174	Satellite Telecommunications	0.00%	0.00%		
5178	All Other Telecommunications	0.00%	0.01%	0.00	
5182	Data Processing, Hosting, and Related Services	0.00%	0.01%	0.00	
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%		
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	14.06%	0.00%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	3.05%	0.06%		
5414	Specialized Design Services	0.00%	0.00%	0.00	
5415	Computer Systems Design and Related Services	0.00%	0.01%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.53%	0.01%		
5417	Scientific Research and Development Services	0.00%	0.00%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.03%	0.00	
5612	Facilities Support Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.02%	0.00	
5614	Business Support Services	0.00%	0.00%	0.00	
5615	Travel Arrangement and Reservation Services	0.00%	0.00%		
5616	Investigation and Security Services	0.00%	0.04%	0.00	

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5617	Services to Buildings and Dwellings	15.68%	2.94%		
5619	Other Support Services	0.00%	0.83%	0.00	¥¥¥
5621	Waste Collection	0.00%	0.15%	0.00	
5622	Waste Treatment and Disposal	2.28%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.48%	0.00	¥¥¥
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%		
6213	Offices of Other Health Practitioners	0.00%	0.00%	0.00	
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.01%	0.00	
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	0.00%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7211	Traveler Accommodation	0.00%	0.00%		
7223	Special Food Services	5.60%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.11%	1.26%	8.49	¥¥¥
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	7.03%	0.00%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%	0.00	
8122	Death Care Services	27.19%	0.00%		
8123	Drycleaning and Laundry Services	0.00%	0.07%	0.00	
8129	Other Personal Services	0.00%	0.00%		
8131	Religious Organizations	12.99%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.01%	0.00	
8134	Civic and Social Organizations	0.00%	0.00%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%	0.00	
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9231	Administration of Human Resource Programs	0.00%	0.00%		
9261	Administration of Economic Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-18.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
NATIVE AMERICAN/AMERICAN INDIAN FIRMS

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	0.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.00%		
2361	Residential Building Construction	0.00%	0.00%		
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	0.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
4842	Specialized Freight Trucking	0.00%	0.00%		
4851	Urban Transit Systems	0.00%	0.00%		
4853	Taxi and Limousine Service	0.00%	0.01%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%		
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%		
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%		
4884	Support Activities for Road Transportation	0.00%	0.00%		
4885	Freight Transportation Arrangement	0.00%	0.00%		
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	0.00%	0.00%		
4922	Local Messengers and Local Delivery	0.00%	0.00%		
5121	Motion Picture and Video Industries	0.00%	0.00%	0.00	
5122	Sound Recording Industries	0.00%	0.00%		
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%		
5132	Software Publishers	0.00%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%		
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%		
5174	Satellite Telecommunications	0.00%	0.00%		
5178	All Other Telecommunications	10.90%	0.00%		
5182	Data Processing, Hosting, and Related Services	0.00%	0.00%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%		
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%		
5413	Architectural, Engineering, and Related Services	0.00%	0.00%	0.00	
5414	Specialized Design Services	0.00%	0.00%		
5415	Computer Systems Design and Related Services	0.00%	0.01%	0.00	
5416	Management, Scientific, and Technical Consulting Services	0.00%	0.00%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.00%		
5612	Facilities Support Services	0.00%	0.00%		
5613	Employment Services	0.00%	0.11%	0.00	
5614	Business Support Services	0.00%	0.00%		
5615	Travel Arrangement and Reservation Services	0.00%	0.00%		
5616	Investigation and Security Services	0.00%	0.01%	0.00	
5617	Services to Buildings and Dwellings	1.08%	0.51%		
5619	Other Support Services	0.00%	0.07%	0.00	
5621	Waste Collection	0.00%	0.00%		
5622	Waste Treatment and Disposal	0.00%	0.00%		
5629	Remediation and Other Waste Management Services	0.00%	0.00%		
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%		
6213	Offices of Other Health Practitioners	0.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%		
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%		
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.00%		
7139	Other Amusement and Recreation Industries	0.00%	0.00%		
7211	Traveler Accommodation	0.31%	0.00%		
7223	Special Food Services	0.00%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.18%	0.00	¥
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%		
8122	Death Care Services	0.00%	0.00%	0.00	
8123	Drycleaning and Laundry Services	0.00%	0.00%		
8129	Other Personal Services	0.00%	0.00%		
8131	Religious Organizations	0.00%	0.00%		
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.00%		
8134	Civic and Social Organizations	0.00%	0.00%		
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%		
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		
9231	Administration of Human Resource Programs	0.00%	0.00%		
9261	Administration of Economic Programs	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-19.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
MBE FIRMS

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	100.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.00%	0.00	
2361	Residential Building Construction	0.00%	0.01%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	100.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	96.67%	0.00%		
2382	Building Equipment Contractors	45.02%	0.04%		
2389	Other Specialty Trade Contractors	0.00%	0.03%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.01%	0.00	
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%	0.00	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%	0.00	
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	100.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	2.22%	0.10%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	5.36%	0.01%		
4442	Lawn and Garden Equipment and Supplies Stores	39.16%	0.00%		
4571	Gasoline Stations	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	74.06%	0.04%		
4842	Specialized Freight Trucking	4.23%	0.28%		
4851	Urban Transit Systems	0.25%	0.50%	49.97	
4853	Taxi and Limousine Service	0.00%	0.12%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.18%	0.16%		
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	13.96%	0.08%		
4885	Freight Transportation Arrangement	0.00%	0.01%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	82.22%	0.01%		
4922	Local Messengers and Local Delivery	0.00%	0.00%	0.00	
5121	Motion Picture and Video Industries	58.83%	0.02%		
5122	Sound Recording Industries	40.19%	0.00%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.01%	0.00	
5132	Software Publishers	0.23%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.06%	0.07%	90.13	
5174	Satellite Telecommunications	24.17%	0.00%		
5178	All Other Telecommunications	10.90%	0.02%		
5182	Data Processing, Hosting, and Related Services	1.45%	0.21%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	14.06%	0.02%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	100.00%	0.00%		
5413	Architectural, Engineering, and Related Services	3.05%	0.17%		
5414	Specialized Design Services	0.00%	0.01%	0.00	
5415	Computer Systems Design and Related Services	3.61%	0.19%		
5416	Management, Scientific, and Technical Consulting Services	0.53%	0.10%		
5417	Scientific Research and Development Services	100.00%	0.01%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.12%	0.00	
5612	Facilities Support Services	0.00%	0.01%	0.00	
5613	Employment Services	39.90%	1.00%		
5614	Business Support Services	18.49%	0.14%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5615	Travel Arrangement and Reservation Services	0.00%	0.11%	0.00	
5616	Investigation and Security Services	45.18%	1.10%		
5617	Services to Buildings and Dwellings	41.71%	6.46%		
5619	Other Support Services	0.47%	3.23%	14.72	¥¥¥
5621	Waste Collection	60.60%	0.45%		
5622	Waste Treatment and Disposal	3.62%	0.41%		
5629	Remediation and Other Waste Management Services	0.00%	1.56%	0.00	¥¥¥
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%	0.00	
6213	Offices of Other Health Practitioners	100.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.01%	0.00	
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	98.12%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.02%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7211	Traveler Accommodation	1.01%	0.00%		
7223	Special Food Services	5.60%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.02%	0.00	
8111	Automotive Repair and Maintenance	7.17%	3.06%		
8112	Electronic and Precision Equipment Repair and Maintenance	55.48%	0.07%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	8.30%	0.15%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.02%	0.00	
8122	Death Care Services	27.19%	0.00%		
8123	Drycleaning and Laundry Services	0.72%	0.10%		

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
8129	Other Personal Services	14.67%	0.45%		
8131	Religious Organizations	12.99%	0.01%		
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.02%	0.00	
8134	Civic and Social Organizations	0.00%	0.03%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.01%	0.00	
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.36%	0.00%		
9231	Administration of Human Resource Programs	99.67%	0.00%		
9261	Administration of Economic Programs	3.30%	0.01%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-20.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICE
NON-MINORITY FEMALES FIRMS

NAICS 4	NAICS 4 DESC	Non Minority Females			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	100.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.00%	0.00	
2361	Residential Building Construction	0.00%	0.01%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2371	Utility System Construction	100.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	96.67%	0.00%		
2382	Building Equipment Contractors	45.02%	0.04%		
2389	Other Specialty Trade Contractors	0.00%	0.03%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	Non Minority Females			
		Utilization	Availability	Disparity	Significance
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.01%	0.00	
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%	0.00	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%	0.00	
3366	Ship and Boat Building	0.00%	0.00%		
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	100.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	2.22%	0.10%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%	0.00	
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	5.36%	0.01%		
4442	Lawn and Garden Equipment and Supplies Stores	39.16%	0.00%		
4571	Gasoline Stations	0.00%	0.00%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	74.06%	0.04%		

NAICS 4	NAICS 4 DESC	Non Minority Females			
		Utilization	Availability	Disparity	Significance
4842	Specialized Freight Trucking	4.23%	0.28%		
4851	Urban Transit Systems	0.25%	0.50%	49.97	
4853	Taxi and Limousine Service	0.00%	0.12%	0.00	
4854	School and Employee Bus Transportation	0.00%	0.00%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.18%	0.16%		
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	13.96%	0.08%		
4885	Freight Transportation Arrangement	0.00%	0.01%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	82.22%	0.01%		
4922	Local Messengers and Local Delivery	0.00%	0.00%	0.00	
5121	Motion Picture and Video Industries	58.83%	0.02%		
5122	Sound Recording Industries	40.19%	0.00%		
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.01%	0.00	
5132	Software Publishers	0.23%	0.00%		
5161	Radio and Television Broadcasting Stations	0.00%	0.00%		
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.00%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.06%	0.07%	90.13	
5174	Satellite Telecommunications	24.17%	0.00%		
5178	All Other Telecommunications	10.90%	0.02%		
5182	Data Processing, Hosting, and Related Services	1.45%	0.21%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	Non Minority Females			
		Utilization	Availability	Disparity	Significance
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	14.06%	0.02%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	100.00%	0.00%		
5413	Architectural, Engineering, and Related Services	3.05%	0.17%		
5414	Specialized Design Services	0.00%	0.01%	0.00	
5415	Computer Systems Design and Related Services	3.61%	0.19%		
5416	Management, Scientific, and Technical Consulting Services	0.53%	0.10%		
5417	Scientific Research and Development Services	100.00%	0.01%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.12%	0.00	
5612	Facilities Support Services	0.00%	0.01%	0.00	
5613	Employment Services	39.90%	1.00%		
5614	Business Support Services	18.49%	0.14%		
5615	Travel Arrangement and Reservation Services	0.00%	0.11%	0.00	
5616	Investigation and Security Services	45.18%	1.10%		
5617	Services to Buildings and Dwellings	41.71%	6.46%		
5619	Other Support Services	0.47%	3.23%	14.72	¥¥¥
5621	Waste Collection	60.60%	0.45%		
5622	Waste Treatment and Disposal	3.62%	0.41%		
5629	Remediation and Other Waste Management Services	0.00%	1.56%	0.00	¥¥¥
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.00%	0.00	
6213	Offices of Other Health Practitioners	100.00%	0.00%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.01%	0.00	
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	98.12%	0.00%		

NAICS 4	NAICS 4 DESC	Non Minority Females			
		Utilization	Availability	Disparity	Significance
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.02%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.00%	0.00	
7211	Traveler Accommodation	1.01%	0.00%		
7223	Special Food Services	5.60%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.02%	0.00	
8111	Automotive Repair and Maintenance	7.17%	3.06%		
8112	Electronic and Precision Equipment Repair and Maintenance	55.48%	0.07%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	8.30%	0.15%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.02%	0.00	
8122	Death Care Services	27.19%	0.00%		
8123	Drycleaning and Laundry Services	0.72%	0.10%		
8129	Other Personal Services	14.67%	0.45%		
8131	Religious Organizations	12.99%	0.01%		
8132	Grantmaking and Giving Services	0.00%	0.00%		
8133	Social Advocacy Organizations	0.00%	0.02%	0.00	
8134	Civic and Social Organizations	0.00%	0.03%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.01%	0.00	
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.36%	0.00%		
9231	Administration of Human Resource Programs	99.67%	0.00%		
9261	Administration of Economic Programs	3.30%	0.01%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-21.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
OTHER SERVICES
M/FBE FIRMS

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
1114	Greenhouse, Nursery, and Floriculture Production	100.00%	0.00%		
1152	Support Activities for Animal Production	0.00%	0.01%	0.00	
2361	Residential Building Construction	0.00%	0.01%	0.00	
2362	Nonresidential Building Construction	0.00%	0.01%	0.00	
2371	Utility System Construction	100.00%	0.00%		
2381	Foundation, Structure, and Building Exterior Contractors	96.67%	0.00%		
2382	Building Equipment Contractors	45.02%	0.06%		
2389	Other Specialty Trade Contractors	0.00%	0.04%	0.00	
3162	Footwear Manufacturing	0.00%	0.01%	0.00	
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.01%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.02%	0.00	
3339	Other General Purpose Machinery Manufacturing	0.00%	0.01%	0.00	
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%	0.00	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%	0.00	
3366	Ship and Boat Building	0.00%	0.00%	0.00	
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	100.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.06%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	2.22%	0.18%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.01%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.01%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	100.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	38.17%	0.02%		
4411	Automobile Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	5.36%	0.02%		
4442	Lawn and Garden Equipment and Supplies Stores	100.00%	0.00%		
4571	Gasoline Stations	0.00%	0.03%	0.00	
4572	Fuel Dealers	0.00%	0.00%	0.00	
4812	Nonscheduled Air Transportation	0.00%	0.00%		
4841	General Freight Trucking	74.06%	0.05%		
4842	Specialized Freight Trucking	4.23%	0.81%		
4851	Urban Transit Systems	0.26%	1.01%	25.62	¥¥¥
4853	Taxi and Limousine Service	0.00%	0.20%	0.00	¥¥
4854	School and Employee Bus Transportation	0.00%	0.01%	0.00	
4859	Other Transit and Ground Passenger Transportation	0.18%	0.26%	70.03	
4869	Other Pipeline Transportation	0.00%	0.00%		
4882	Support Activities for Rail Transportation	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	13.96%	0.12%		
4885	Freight Transportation Arrangement	0.00%	0.02%	0.00	
4889	Other Support Activities for Transportation	0.00%	0.00%		
4921	Couriers and Express Delivery Services	82.22%	0.01%		
4922	Local Messengers and Local Delivery	0.00%	0.01%	0.00	
5121	Motion Picture and Video Industries	58.83%	0.03%		
5122	Sound Recording Industries	40.19%	0.00%		

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.05%	0.00	
5132	Software Publishers	0.23%	0.00%		
5161	Radio and Television Broadcasting Stations	0.19%	2.81%	6.77	¥¥¥
5162	Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers	0.00%	0.01%	0.00	
5171	Wired and Wireless Telecommunications (except Satellite)	0.06%	0.19%	31.81	
5174	Satellite Telecommunications	24.17%	0.00%		
5178	All Other Telecommunications	10.90%	0.09%		
5182	Data Processing, Hosting, and Related Services	1.45%	0.27%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.01%	0.00	
5239	Other Financial Investment Activities	0.00%	0.00%		
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%	0.00	
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	14.06%	0.07%		
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	100.00%	0.00%		
5413	Architectural, Engineering, and Related Services	3.05%	0.27%		
5414	Specialized Design Services	0.00%	0.01%	0.00	
5415	Computer Systems Design and Related Services	36.84%	0.29%		
5416	Management, Scientific, and Technical Consulting Services	12.05%	0.19%		
5417	Scientific Research and Development Services	100.00%	0.01%		
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%		
5611	Office Administrative Services	0.00%	0.23%	0.00	¥¥
5612	Facilities Support Services	0.00%	0.02%	0.00	
5613	Employment Services	42.55%	1.51%		
5614	Business Support Services	18.49%	0.21%		

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5615	Travel Arrangement and Reservation Services	0.00%	0.73%	0.00	¥¥¥
5616	Investigation and Security Services	45.18%	1.67%		
5617	Services to Buildings and Dwellings	42.83%	8.15%		
5619	Other Support Services	0.57%	7.50%	7.63	¥¥¥
5621	Waste Collection	60.60%	0.74%		
5622	Waste Treatment and Disposal	5.37%	0.51%		
5629	Remediation and Other Waste Management Services	0.15%	2.04%	7.33	¥¥¥
6116	Other Schools and Instruction	0.00%	0.00%		
6117	Educational Support Services	0.00%	0.00%		
6212	Offices of Dentists	0.00%	0.01%	0.00	
6213	Offices of Other Health Practitioners	100.00%	0.01%		
6241	Individual and Family Services	0.00%	0.00%	0.00	
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.02%	0.00	
7111	Performing Arts Companies	0.00%	0.00%		
7112	Spectator Sports	98.12%	0.01%		
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
7115	Independent Artists, Writers, and Performers	0.00%	0.02%	0.00	
7139	Other Amusement and Recreation Industries	0.00%	0.10%	0.00	
7211	Traveler Accommodation	1.01%	0.64%		
7223	Special Food Services	5.60%	0.00%		
7225	Restaurants and Other Eating Places	0.00%	0.06%	0.00	
8111	Automotive Repair and Maintenance	7.17%	4.05%		
8112	Electronic and Precision Equipment Repair and Maintenance	55.48%	0.07%		
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	22.40%	2.71%		
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.04%	0.00	
8122	Death Care Services	27.19%	0.00%		
8123	Drycleaning and Laundry Services	0.72%	0.16%		

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
8129	Other Personal Services	53.80%	1.66%		
8131	Religious Organizations	12.99%	0.01%		
8132	Grantmaking and Giving Services	0.00%	0.01%	0.00	
8133	Social Advocacy Organizations	0.00%	0.03%	0.00	
8134	Civic and Social Organizations	0.00%	0.03%	0.00	
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.01%	0.00	
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	2.60%	0.00%		
9231	Administration of Human Resource Programs	99.67%	0.00%		
9261	Administration of Economic Programs	3.30%	0.01%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-22.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
AFRICAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%		
2131	Support Activities for Mining	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	0.00%	0.00%		
3115	Dairy Product Manufacturing	100.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.03%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3121	Beverage Manufacturing	0.00%	0.00%		
3152	Cut and Sew Apparel Manufacturing	27.13%	0.03%		
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%	0.00	
3222	Converted Paper Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.10%	0.00	
3241	Petroleum and Coal Products Manufacturing	5.31%	0.00%		
3254	Pharmaceutical and Medicine Manufacturing	100.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.01%	0.00	
3261	Plastics Product Manufacturing	100.00%	0.00%		
3262	Rubber Product Manufacturing	0.00%	0.00%		
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	7.17%	0.00%		
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%		
3325	Hardware Manufacturing	100.00%	0.00%		
3329	Other Fabricated Metal Product Manufacturing	0.58%	0.05%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.25%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3342	Communications Equipment Manufacturing	0.00%	0.00%		
3343	Audio and Video Equipment Manufacturing	0.00%	0.01%	0.00	
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%	0.00	
3351	Electric Lighting Equipment Manufacturing	9.84%	0.00%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	100.00%	0.00%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%		
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	100.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	67.28%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	0.00%	1.71%	0.00	
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.08%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.01%	0.06%	23.18	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.20%	0.34%	58.70	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.04%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.02%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.41%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.03%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.03%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.01%	0.00	
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4411	Automobile Dealers	1.00%	0.10%		
4412	Other Motor Vehicle Dealers	0.00%	0.00%	0.00	
4413	Automotive Parts, Accessories, and Tire Stores	0.44%	0.09%		
4441	Building Material and Supplies Dealers	100.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4451	Grocery Stores	0.00%	0.01%	0.00	
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	31.65%	0.02%		
4561	Health and Personal Care Retailers	0.00%	0.04%	0.00	
4571	Gasoline Stations	0.00%	0.02%	0.00	
4572	Fuel Dealers	0.00%	0.15%	0.00	
4581	Clothing and Clothing Accessories Retailers	0.00%	0.03%	0.00	
4582	Shoe Retailers	0.00%	0.01%	0.00	
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.04%	0.00	
4592	Book Retailers and News Dealers	100.00%	0.00%		
4594	Office Supplies, Stationery, and Gift Retailers	3.16%	0.01%		
4599	Other Miscellaneous Retailers	0.00%	0.01%	0.00	
4841	General Freight Trucking	0.00%	0.09%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	AFRICAN AMERICAN			
		Utilization	Availability	Disparity	Significance
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.01%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	0.00%	0.02%	0.00	
5414	Specialized Design Services	0.00%	0.02%	0.00	
5415	Computer Systems Design and Related Services	99.01%	0.10%		
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.06%	0.00	
5619	Other Support Services	0.00%	0.01%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%	0.00	
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.02%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.52%	0.04%		
8123	Drycleaning and Laundry Services	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-23.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE

GOODS
ASIAN AMERICAN FIRMS

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%		
2131	Support Activities for Mining	0.00%	0.00%		
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	0.00%	0.00%		
3115	Dairy Product Manufacturing	0.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%		
3121	Beverage Manufacturing	0.00%	0.00%		
3152	Cut and Sew Apparel Manufacturing	0.00%	0.01%	0.00	
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%		
3162	Footwear Manufacturing	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		
3222	Converted Paper Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.09%	0.00	
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%		
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%	0.00	
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%		
3261	Plastics Product Manufacturing	0.00%	0.00%		
3262	Rubber Product Manufacturing	0.00%	0.00%		
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%		
3325	Hardware Manufacturing	0.00%	0.00%	0.00	
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.02%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3342	Communications Equipment Manufacturing	0.00%	0.00%		
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%		
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%		
3351	Electric Lighting Equipment Manufacturing	0.01%	0.40%	1.52	
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.07%	0.00	
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%	0.00	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%	0.00	
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	0.00%	2.29%	0.00	¥
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4232	Furniture and Home Furnishing Merchant Wholesalers	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.28%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.22%	0.48%	45.38	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.05%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4411	Automobile Dealers	0.00%	0.00%		
4412	Other Motor Vehicle Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4441	Building Material and Supplies Dealers	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4451	Grocery Stores	0.00%	0.01%	0.00	
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.03%	0.00	
4561	Health and Personal Care Retailers	0.00%	0.01%	0.00	
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
4581	Clothing and Clothing Accessories Retailers	0.00%	0.00%	0.00	
4582	Shoe Retailers	0.00%	0.00%		
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	1.71%	0.03%		
4592	Book Retailers and News Dealers	0.00%	0.00%		
4594	Office Supplies, Stationery, and Gift Retailers	0.00%	0.00%	0.00	
4599	Other Miscellaneous Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.01%	0.00	
4842	Specialized Freight Trucking	0.00%	0.00%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	49.87%	0.01%		
5414	Specialized Design Services	0.00%	0.00%	0.00	
5415	Computer Systems Design and Related Services	0.00%	0.09%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.01%	0.00	
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.01%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and	0.19%	0.02%		

NAICS 4	NAICS 4 DESC	ASIAN AMERICAN			
		Utilization	Availability	Disparity	Significance
	Electronic) Repair and Maintenance				
8123	Drycleaning and Laundry Services	0.00%	0.00%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-24.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
HISPANIC AMERICAN OR LATINO FIRMS

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%		
2131	Support Activities for Mining	0.00%	0.00%		
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	100.00%	0.00%		
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	100.00%	0.00%		
3115	Dairy Product Manufacturing	0.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%		
3121	Beverage Manufacturing	0.00%	0.00%		
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%		
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%		
3162	Footwear Manufacturing	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
3222	Converted Paper Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.93%	0.01%		
3241	Petroleum and Coal Products Manufacturing	75.14%	0.04%		
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%		
3261	Plastics Product Manufacturing	0.00%	0.00%		
3262	Rubber Product Manufacturing	0.00%	0.00%		
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.01%	0.00	
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%		
3325	Hardware Manufacturing	0.00%	0.00%		
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	100.00%	0.00%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3342	Communications Equipment Manufacturing	0.00%	0.01%	0.00	
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%		
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%		
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.08%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.00%	0.02%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.81%	0.01%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.04%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.01%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.05%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	9.43%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.00%	0.00	
4411	Automobile Dealers	0.00%	0.01%	0.00	
4412	Other Motor Vehicle Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4441	Building Material and Supplies Dealers	0.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4451	Grocery Stores	0.00%	0.00%		
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.02%	0.00	
4561	Health and Personal Care Retailers	0.00%	0.01%	0.00	
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4581	Clothing and Clothing Accessories Retailers	0.00%	0.00%	0.00	
4582	Shoe Retailers	41.94%	0.00%		
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%		
4592	Book Retailers and News Dealers	0.00%	0.00%		
4594	Office Supplies, Stationery, and Gift Retailers	35.14%	0.00%		
4599	Other Miscellaneous Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	32.67%	0.25%		
4842	Specialized Freight Trucking	0.00%	0.01%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%	0.00	
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%		
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	HISPANIC AMERICAN			
		Utilization	Availability	Disparity	Significance
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	49.87%	0.01%		
5414	Specialized Design Services	0.00%	0.00%	0.00	
5415	Computer Systems Design and Related Services	0.00%	0.01%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	51.61%	0.00%		
5617	Services to Buildings and Dwellings	3.72%	0.07%		
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.03%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	23.65%	0.00%		
8123	Drycleaning and Laundry Services	0.00%	0.01%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-25.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
NATIVE AMERICAN/AMERICAN INDIAN FIRMS

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.05%	0.00%		
2131	Support Activities for Mining	0.00%	0.00%		
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.00%		
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	0.00%	0.00%		
3115	Dairy Product Manufacturing	0.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%		
3121	Beverage Manufacturing	0.00%	0.00%		
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%		
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%		
3162	Footwear Manufacturing	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%		
3222	Converted Paper Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.00%	0.00%		
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%		
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%		
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%		
3261	Plastics Product Manufacturing	0.00%	0.00%		
3262	Rubber Product Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%		
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%		
3325	Hardware Manufacturing	0.00%	0.00%		
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%		
3342	Communications Equipment Manufacturing	0.00%	0.00%		
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%		
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%		
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%		
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%		
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%		
3399	Other Miscellaneous Manufacturing	0.00%	0.00%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.08%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.00%	0.00%		
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.00%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.00%		
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.29%	0.00	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%		
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%		
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%		
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.00%		
4411	Automobile Dealers	0.00%	0.01%	0.00	
4412	Other Motor Vehicle Dealers	0.00%	0.00%		
4413	Automotive Parts, Accessories, and Tire Stores	0.00%	0.00%		
4441	Building Material and Supplies Dealers	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4451	Grocery Stores	0.00%	0.00%		
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	0.00%	0.00%		
4561	Health and Personal Care Retailers	0.00%	0.00%		
4571	Gasoline Stations	0.00%	0.00%		
4572	Fuel Dealers	0.00%	0.00%		
4581	Clothing and Clothing Accessories Retailers	0.00%	0.00%		
4582	Shoe Retailers	0.00%	0.00%		
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%		
4592	Book Retailers and News Dealers	0.00%	0.00%		
4594	Office Supplies, Stationery, and Gift Retailers	0.00%	0.00%		
4599	Other Miscellaneous Retailers	0.00%	0.00%	0.00	
4841	General Freight Trucking	0.00%	0.00%		
4842	Specialized Freight Trucking	0.00%	0.00%		
4884	Support Activities for Road Transportation	0.00%	0.00%		
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.00%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%		
5413	Architectural, Engineering, and Related Services	0.00%	0.00%	0.00	
5414	Specialized Design Services	0.00%	0.00%		
5415	Computer Systems Design and Related Services	0.00%	0.01%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%		
5613	Employment Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	15.43%	0.01%		

NAICS 4	NAICS 4 DESC	NATIVE AMERICAN			
		Utilization	Availability	Disparity	Significance
5619	Other Support Services	0.00%	0.00%	0.00	
5621	Waste Collection	0.00%	0.00%		
6215	Medical and Diagnostic Laboratories	0.00%	0.00%		
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.00%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%		
8123	Drycleaning and Laundry Services	0.00%	0.00%		
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. “¥” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “¥¥” indicates the disparity is significant at a 10% level or better (90% confidence). “¥¥¥” indicates significance at a 5% level or better (95% confidence).

TABLE C-26.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
MBE FIRMS

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.05%	0.00%		
2131	Support Activities for Mining	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	100.00%	0.01%		
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	100.00%	0.00%		
3115	Dairy Product Manufacturing	100.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.03%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
3121	Beverage Manufacturing	0.00%	0.00%		
3152	Cut and Sew Apparel Manufacturing	27.13%	0.04%		
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%		
3219	Other Wood Product Manufacturing	0.00%	0.00%	0.00	
3222	Converted Paper Product Manufacturing	0.00%	0.00%		
3231	Printing and Related Support Activities	0.93%	0.20%		
3241	Petroleum and Coal Products Manufacturing	80.45%	0.04%		
3254	Pharmaceutical and Medicine Manufacturing	100.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%	0.00	
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.01%	0.00	
3261	Plastics Product Manufacturing	100.00%	0.00%		
3262	Rubber Product Manufacturing	0.00%	0.00%		
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	7.17%	0.01%		
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%		
3325	Hardware Manufacturing	100.00%	0.00%		
3329	Other Fabricated Metal Product Manufacturing	0.58%	0.05%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%		
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	100.00%	0.02%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.25%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
3342	Communications Equipment Manufacturing	0.00%	0.01%	0.00	
3343	Audio and Video Equipment Manufacturing	0.00%	0.01%	0.00	
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%	0.00	
3351	Electric Lighting Equipment Manufacturing	9.84%	0.40%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.07%	0.00	
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	100.00%	0.00%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%	0.00	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	100.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	67.28%	0.00%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	0.00%	4.00%	0.00	¥¥¥
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.25%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.01%	0.08%	17.38	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.81%	0.02%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.20%	0.66%	29.83	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.07%	0.00	
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.03%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.22%	1.24%	17.52	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.03%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.08%	0.00	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.01%	0.00	
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	9.43%	0.00%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.02%	0.00	
4411	Automobile Dealers	1.00%	0.12%		
4412	Other Motor Vehicle Dealers	0.00%	0.00%	0.00	
4413	Automotive Parts, Accessories, and Tire Stores	0.44%	0.09%		
4441	Building Material and Supplies Dealers	100.00%	0.00%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%		
4451	Grocery Stores	0.00%	0.02%	0.00	
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	31.65%	0.06%		
4561	Health and Personal Care Retailers	0.00%	0.06%	0.00	
4571	Gasoline Stations	0.00%	0.02%	0.00	
4572	Fuel Dealers	0.00%	0.15%	0.00	
4581	Clothing and Clothing Accessories Retailers	0.00%	0.03%	0.00	
4582	Shoe Retailers	41.94%	0.01%		
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	1.71%	0.08%		
4592	Book Retailers and News Dealers	100.00%	0.00%		
4594	Office Supplies, Stationery, and Gift Retailers	38.30%	0.01%		
4599	Other Miscellaneous Retailers	0.00%	0.01%	0.00	
4841	General Freight Trucking	32.67%	0.35%		
4842	Specialized Freight Trucking	0.00%	0.01%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%	0.00	

NAICS 4	NAICS 4 DESC	MBE			
		Utilization	Availability	Disparity	Significance
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.01%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	99.75%	0.05%		
5414	Specialized Design Services	0.00%	0.02%	0.00	
5415	Computer Systems Design and Related Services	99.01%	0.21%		
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	0.00%	0.00%	0.00	
5616	Investigation and Security Services	51.61%	0.00%		
5617	Services to Buildings and Dwellings	19.15%	0.16%		
5619	Other Support Services	0.00%	0.01%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%	0.00	
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.07%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	24.36%	0.07%		
8123	Drycleaning and Laundry Services	0.00%	0.01%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. "¥" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "¥¥" indicates the disparity is significant at a 10% level or better (90% confidence). "¥¥¥" indicates significance at a 5% level or better (95% confidence).

TABLE C-27.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
NON-MINORITY FEMALES FIRMS

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.28%	0.00	
2131	Support Activities for Mining	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	0.00%	0.00%	0.00	
2382	Building Equipment Contractors	0.00%	0.00%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	0.00%	0.00%	0.00	
3115	Dairy Product Manufacturing	0.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%		
3121	Beverage Manufacturing	0.00%	0.00%	0.00	
3152	Cut and Sew Apparel Manufacturing	0.00%	0.08%	0.00	
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.02%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%	0.00	
3219	Other Wood Product Manufacturing	0.00%	0.03%	0.00	
3222	Converted Paper Product Manufacturing	0.00%	0.12%	0.00	
3231	Printing and Related Support Activities	0.00%	0.11%	0.00	
3241	Petroleum and Coal Products Manufacturing	0.76%	0.00%		
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%	0.00	
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.01%	0.00	
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.01%	0.00	
3261	Plastics Product Manufacturing	0.00%	0.01%	0.00	
3262	Rubber Product Manufacturing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	0.00%	0.01%	0.00	
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.90%	0.00	
3325	Hardware Manufacturing	0.00%	0.00%	0.00	
3329	Other Fabricated Metal Product Manufacturing	1.17%	0.00%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.01%	0.00	
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.01%	0.00	
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.25%	0.00	
3342	Communications Equipment Manufacturing	0.00%	0.03%	0.00	
3343	Audio and Video Equipment Manufacturing	0.00%	0.01%	0.00	
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.02%	0.00	
3351	Electric Lighting Equipment Manufacturing	76.60%	1.19%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.03%	0.00	
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.17%	0.00	
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%	0.00	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%	0.00	
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.13%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	97.64%	1.18%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.41%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.00%	0.34%	0.00	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.00%	0.01%	0.00	
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.55%	0.00	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	7.78%	0.22%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.04%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.05%	0.45%	11.34	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.11%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.01%	0.81%	1.22	
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.04%	0.00	
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.01%	0.00	
4247	Petroleum and Petroleum Products Merchant Wholesalers	80.43%	0.04%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.06%	0.00	
4411	Automobile Dealers	0.00%	0.08%	0.00	
4412	Other Motor Vehicle Dealers	0.00%	0.02%	0.00	
4413	Automotive Parts, Accessories, and Tire Stores	0.28%	0.07%		
4441	Building Material and Supplies Dealers	0.00%	0.01%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%	0.00	
4451	Grocery Stores	0.00%	0.16%	0.00	
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	5.01%	0.17%		
4561	Health and Personal Care Retailers	0.00%	0.26%	0.00	
4571	Gasoline Stations	0.00%	0.10%	0.00	
4572	Fuel Dealers	26.92%	0.15%		
4581	Clothing and Clothing Accessories Retailers	0.00%	0.32%	0.00	
4582	Shoe Retailers	0.00%	0.01%	0.00	
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.22%	0.00	
4592	Book Retailers and News Dealers	0.00%	0.01%	0.00	
4594	Office Supplies, Stationery, and Gift Retailers	0.00%	0.10%	0.00	
4599	Other Miscellaneous Retailers	0.00%	0.06%	0.00	
4841	General Freight Trucking	0.00%	0.07%	0.00	
4842	Specialized Freight Trucking	0.00%	0.01%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.00%	0.00	
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.02%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	0.00%	0.03%	0.00	
5414	Specialized Design Services	1.70%	0.02%		
5415	Computer Systems Design and Related Services	0.00%	0.11%	0.00	
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	100.00%	0.00%		
5616	Investigation and Security Services	0.00%	0.00%	0.00	
5617	Services to Buildings and Dwellings	0.00%	0.04%	0.00	

NAICS 4	NAICS 4 DESC	NON MINORITY FEMALES			
		Utilization	Availability	Disparity	Significance
5619	Other Support Services	0.00%	0.02%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%	0.00	
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%	0.00	
8111	Automotive Repair and Maintenance	0.00%	0.02%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	2.25%	1.11%		
8123	Drycleaning and Laundry Services	0.00%	0.01%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. "¥" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "¥¥" indicates the disparity is significant at a 10% level or better (90% confidence). "¥¥¥" indicates significance at a 5% level or better (95% confidence).

TABLE C-28.
DETAILED UTILIZATION, AVAILABILITY, AND DISPARITY ANALYSES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS
M/FBE FIRMS

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
2123	Nonmetallic Mineral Mining and Quarrying	0.05%	0.28%	19.16	
2131	Support Activities for Mining	0.00%	0.00%	0.00	
2362	Nonresidential Building Construction	0.00%	0.00%	0.00	
2373	Highway, Street, and Bridge Construction	100.00%	0.01%		
2382	Building Equipment Contractors	0.00%	0.01%	0.00	
2383	Building Finishing Contractors	0.00%	0.00%	0.00	
2389	Other Specialty Trade Contractors	0.00%	0.00%		
3111	Animal Food Manufacturing	100.00%	0.00%		
3115	Dairy Product Manufacturing	100.00%	0.00%		
3118	Bakeries and Tortilla Manufacturing	0.00%	0.03%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
3121	Beverage Manufacturing	0.00%	0.00%	0.00	
3152	Cut and Sew Apparel Manufacturing	27.13%	0.12%		
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.02%	0.00	
3162	Footwear Manufacturing	0.00%	0.00%	0.00	
3219	Other Wood Product Manufacturing	0.00%	0.04%	0.00	
3222	Converted Paper Product Manufacturing	0.00%	0.12%	0.00	
3231	Printing and Related Support Activities	0.93%	0.31%		
3241	Petroleum and Coal Products Manufacturing	81.20%	0.04%		
3254	Pharmaceutical and Medicine Manufacturing	100.00%	0.00%		
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.01%	0.00	
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.02%	0.00	
3261	Plastics Product Manufacturing	100.00%	0.01%		
3262	Rubber Product Manufacturing	0.00%	0.00%		
3272	Glass and Glass Product Manufacturing	0.00%	0.00%		
3273	Cement and Concrete Product Manufacturing	7.17%	0.02%		
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.90%	0.00	
3325	Hardware Manufacturing	100.00%	0.01%		
3329	Other Fabricated Metal Product Manufacturing	1.75%	0.05%		
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.01%	0.00	
3332	Industrial Machinery Manufacturing	0.00%	0.00%		
3333	Commercial and Service Industry Machinery Manufacturing	100.00%	0.03%		
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%		
3339	Other General Purpose Machinery Manufacturing	0.00%	0.50%	0.00	
3342	Communications Equipment Manufacturing	0.00%	0.03%	0.00	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
3343	Audio and Video Equipment Manufacturing	0.00%	0.02%	0.00	
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.03%	0.00	
3351	Electric Lighting Equipment Manufacturing	86.44%	1.58%		
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.10%	0.00	
3361	Motor Vehicle Manufacturing	0.00%	0.00%		
3362	Motor Vehicle Body and Trailer Manufacturing	100.00%	0.17%		
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%		
3364	Aerospace Product and Parts Manufacturing	0.00%	0.01%	0.00	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	100.00%	0.00%		
3372	Office Furniture (including Fixtures) Manufacturing	67.28%	0.13%		
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%	0.00	
3399	Other Miscellaneous Manufacturing	97.64%	5.19%		
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.66%	0.00	
4232	Furniture and Home Furnishing Merchant Wholesalers	0.01%	0.41%	3.31	
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.81%	0.03%		
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.20%	1.21%	16.25	
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	7.78%	0.28%		
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.07%	0.00	
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.27%	1.69%	15.87	
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.14%	0.00	
4241	Paper and Paper Product Merchant Wholesalers	0.01%	0.89%	1.11	

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.04%	0.00	
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%		
4246	Chemical and Allied Products Merchant Wholesalers	9.43%	0.01%		
4247	Petroleum and Petroleum Products Merchant Wholesalers	80.43%	0.04%		
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.08%	0.00	
4411	Automobile Dealers	1.00%	0.20%		
4412	Other Motor Vehicle Dealers	0.00%	0.03%	0.00	
4413	Automotive Parts, Accessories, and Tire Stores	0.71%	0.16%		
4441	Building Material and Supplies Dealers	100.00%	0.01%		
4442	Lawn and Garden Equipment and Supplies Stores	0.00%	0.00%	0.00	
4451	Grocery Stores	0.00%	0.18%	0.00	
4452	Specialty Food Stores	0.00%	0.00%		
4491	Furniture and Home Furnishings Retailers	36.66%	0.22%		
4561	Health and Personal Care Retailers	0.00%	0.32%	0.00	
4571	Gasoline Stations	0.00%	0.12%	0.00	
4572	Fuel Dealers	26.92%	0.29%		
4581	Clothing and Clothing Accessories Retailers	0.00%	0.35%	0.00	
4582	Shoe Retailers	41.94%	0.03%		
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	1.71%	0.30%		
4592	Book Retailers and News Dealers	100.00%	0.02%		
4594	Office Supplies, Stationery, and Gift Retailers	38.30%	0.12%		
4599	Other Miscellaneous Retailers	0.00%	0.07%	0.00	
4841	General Freight Trucking	32.67%	0.42%		
4842	Specialized Freight Trucking	0.00%	0.02%	0.00	
4884	Support Activities for Road Transportation	0.00%	0.01%	0.00	
5192	Web Search Portals, Libraries, Archives, and Other Information Services	0.00%	0.03%	0.00	
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%		

NAICS 4	NAICS 4 DESC	M/FBE			
		Utilization	Availability	Disparity	Significance
5411	Legal Services	0.00%	0.00%	0.00	
5413	Architectural, Engineering, and Related Services	99.75%	0.07%		
5414	Specialized Design Services	1.70%	0.04%		
5415	Computer Systems Design and Related Services	99.01%	0.32%		
5417	Scientific Research and Development Services	0.00%	0.00%		
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%	0.00	
5613	Employment Services	100.00%	0.00%		
5616	Investigation and Security Services	51.61%	0.00%		
5617	Services to Buildings and Dwellings	19.15%	0.20%		
5619	Other Support Services	0.00%	0.03%	0.00	
5621	Waste Collection	0.00%	0.00%	0.00	
6215	Medical and Diagnostic Laboratories	0.00%	0.00%	0.00	
7113	Promoters of Performing Arts, Sports, and Similar Events	100.00%	0.00%		
8111	Automotive Repair and Maintenance	0.00%	0.09%	0.00	
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	26.62%	1.18%		
8123	Drycleaning and Laundry Services	0.00%	0.02%	0.00	
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%		

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability. "¥" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "¥¥" indicates the disparity is significant at a 10% level or better (90% confidence). "¥¥¥" indicates significance at a 5% level or better (95% confidence).

Appendix D

D. Custom Census Survey

Hello. My name is _____, working on behalf of MGT Impact Solutions for the Montgomery County Disparity Study. Montgomery County has retained MGT Impact Solutions to conduct its Disparity Study. Your company information was received from Dun & Bradstreet that indicates that you provide goods or services the County procures. This survey is designed to help the County identify companies in the marketplace that are available to potentially perform work for the Montgomery County marketplace.

Is this _____ (Company's name)? IF COMPANY NAME VERIFIED, CONTINUE.

Are you the owner or an authorized decision-maker in your company? [IF NO] May I speak with that person? [IF NO, SCHEDULE CALL-BACK]?

IF TRANSFERRED TO ANOTHER PARTY (CFO, MANAGER, ETC): READ INTRO AGAIN then ask Are you able to answer questions concerning the business practices of this company? IF YES, CONTINUE.

Thank you for agreeing to participate in this research study. Your input is very important to the outcome of this research study. Your responses to this survey will be aggregated for the overall analysis and used only for this research study. Individual information or identifying characteristics about your company will not be published.

If you have any questions regarding the survey, I will be happy to provide you contact information at the end of the survey.

Q1. What is your title? [REQUIRE ANSWER]

- Owner 1
- CEO/President 2
- Manager/Financial Officer 3
- Other 4

[A - IF THE ANSWER TO Q1 IS NOT OTHER, THEN SKIP TO QUESTION 3]

Q2. Specify Other [REQUIRE ANSWER]

Q3. May I have your name just in case we have any further questions? [REQUIRE ANSWER]

Q4. Based on the information we have from Dun & Bradstreet I want to confirm, that this is a **FOR-PROFIT** company, as opposed to a nonprofit, foundation, or government office.

(If the respondent says they are a NON-Profit Business, PLEASE VERIFY THEIR RESPONSE.)
Nonprofits are entities such as Girls & Boys Clubs, United Way, and Churches

[REQUIRE ANSWER]

- Yes 1
- No 2
- Don't Know 3

[A - IF THE ANSWER TO QUESTION 4 IS **NO** OR **DON'T KNOW**, THEN TERMINATE THE CALL

PLEASE GO BACK TO Q3 AND TYPE "**DISQUALIFIED**" AFTER THE FIRST AND LAST NAME.]

Disqualification Statement

Thank you for your input; however, based on your answers, it appears that you do not qualify for this survey because we are only seeking input from for-profit companies.

Q5. Let me confirm that, based on the information we have from Dun & Bradstreet, the company's primary line of business is (*READ NAICS WITH CORRESPONDING DESCRIPTIVE TEXT*)

[REQUIRE ANSWER]

- Yes 1
- No 2
- Don't Know 3

[A - IF THE ANSWER TO QUESTION 5 IS **YES**, THEN SKIP TO QUESTION 7]

Q6. Please SPECIFY your company's Primary Type of work. [REQUIRE ANSWER]

Q7. Is your company **at least 51 percent** owned, managed, and controlled by a woman or women? [REQUIRE ANSWER]

- Yes 1
- No 2

Q8. Is your company **at least 51 percent** owned, managed, and controlled by a person or people of one of the following racial or ethnic group(s)? [REQUIRE ANSWER]

- African American 1
- Asian American 2
- Hispanic or Latino American 3
- Native American 4
- White American (Non-Hispanic) 5
- Other 6

[A - IF THE ANSWER TO Q8 IS **NOT** 6, THEN SKIP TO Q10]

Q9. Please specify Other: RACE OR ETHNICITY of the owner(s)/manager(s)

Q10. Is your company **at least 51 percent** owned, managed, and controlled by a person or people with a disability?

- Yes 1
- No 2

Q11. That completes our survey. Again, thank you for your input and your participation in this important survey. If you would like more information on the Disparity Study visit www.montgomerycountymddisparitystudy.com or contact Vernetta Mitchell at (704) 330-9429.

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Appendix E

E. Vendor Questionnaire

Q2 What is your OFFICIAL TITLE?

- Owner (1)
- CEO/President (2)
- Vice President (3)
- Chief Financial Officer (4)
- Chief Operations Officer (5)
- Other (6)

Q3 OFFICIAL COMPANY TITLE

Q4 What is your company's PRIMARY LINE OF BUSINESS?

- Construction (1)
- Professional Services (2)
- Other Services (3)
- Goods (4)
- Other (Please specify your company's primary line of business) (5)

Q5 Please explain your company's **Primary Line of Business**.

Q6 Does your business work **PRIMARILY** as a **PRIME CONTRACTOR/DIRECT VENDOR**, **SUBCONTRACTOR/SUPPLIER**, or **BOTH**?

- Prime Contractor/Direct Vendor (1)
- Subcontractor/Supplier (2)
- Both (3)

Q7 Is **at least 51 percent** of your company owned, managed, and controlled by a **WOMAN** or **WOMEN**?

- Yes (1)
- No (2)

Q8 Is **at least 51 percent** of your company owned, managed, and controlled by a **PERSON WITH A DISABILITY**?

- Yes (1)
- No (2)

Q9 Is **at least 51 percent** of your company owned, managed, and controlled by one of the following **RACIAL** or **ETHNIC GROUP(S)**?

- African American or Black (1)
- Asian American (2)
- Caucasian/White (Non-Hispanic) (3)
- Hispanic American or Latino (4)
- Native American/American Indian (5)
- Other (Please specify the race or ethnicity of the owner(s)/manager(s)) (6)
- Refuse to Answer (11)

Q10 Specify Other: RACE OR ETHNICITY

Q13 Between **July 1, 2015, through June 30, 2021**, has your company **SUBMITTED BIDS, QUOTES, OR PROPOSALS** (attempted to do work) on **Montgomery County** contracts? **OR BEEN INCLUDED AS A SUBCONTRACTOR** on contracts/projects with **Montgomery County**?

- Yes (1)
- No (2)
- Not interested in working on County contracts (3)

Q14 Why have you **NOT ATTEMPTED** to do business on **Montgomery County** contracts or projects?

- Unfavorable experience(s) of discriminatory behavior (1)
- Other (Please specify other reason you have not attempted to do business on County contracts or projects) (2)
- Unsure (3)

Q15 Please specify **OTHER REASONS** your company has not attempted to do business on County contracts.

Q16 Between **2015 and 2021**, has your firm **BEEN AWARDED A CONTRACT** with **Montgomery County** or has your company **WORKED ON** a **Montgomery County** contract or project as a subcontractor?

- Yes (1)
- No (2)
- Unsure (3)

Q17 Have you or your company been treated unfavorably due to your race, ethnicity, or gender because **there is a "good old boy network" of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks** e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)
- None of the above (4)

Q18 Have you or your company been treated unfavorably due to your race, ethnicity, or gender **in business practices such as price discrimination by suppliers** e.g., higher prices for minority or women-owned businesses?

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)

- None of the above (4)

Q19 Have you or your company faced **discrimination based on your race, ethnicity, or gender, particularly through bid shopping**? This could involve Primes revealing the low bidder's price to other bidders in an attempt to secure an even lower bid.

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)
- None of the above (4)

Q20 Have you or your company experienced **discrimination based on your race, ethnicity, or gender during the execution your work**? This could include instances of racial slurs, workplace violence, intimidation, harassment, or sabotage.

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)
- None of the above (4)

Q21 Have you or your company experienced **unfavorable treatment based on your race, ethnicity, or gender, specifically in the form of double standards in performance evaluations or inspections of your work**? For instance, inspectors targeting minority and women-owned businesses unfairly while not applying the same standards to non-minority firms.

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)
- None of the above (4)

Q22 Have you or your company encountered unfavorable treatment based on your race, ethnicity, or gender, involving **discriminatory behavior such as refusal by agencies, primes, suppliers, or customers to engage with minorities or women**? For instance, primes or suppliers declining to work with you based on your race, ethnicity, or gender.

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)

- None of the above (4)

Q23 Have you or your company faced **unfavorable treatment based on your race, ethnicity, or gender, specifically through discriminatory denial of the opportunity to bid?** For example, not being allowed to bid on projects solely because of your race, ethnicity, or gender.

- Yes on a government contract (1)
- Yes on non-government contract (2)
- Yes on both (3)
- None of the above (4)

Q24 While working on a **Montgomery County** contract, have you experienced a situation where **COUNTY PROJECT STAFF WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN?**

- Yes (1)
- No (2)

Q25 Please describe the situation.

Q26 Does your business have **BONDING** for the type of work you bid on?

- Yes (1)
- No-Out line of work does not require bonding (2)

Q27 Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of acquiring a bond?

- Yes (1)
- No (2)

Q28 What is your current **AGGREGATE (MAXIMUM) BONDING CAPACITY**?

- Below \$100,000 (1)
- \$100,001 to \$250,000 (2)
- \$250,001 to \$500,000 (3)
- \$500,001 to \$1 million (4)
- \$1 million to \$1.5 million (5)
- \$1.5 million to \$3 million (6)
- \$3 million to \$5 million (7)
- Over \$5 million (8)
- Unsure (9)

Q29 Between **2015 and 2021** has your company applied for a **LOAN** or **BUSINESS CREDIT**?

- Yes (1)
- No (2)
- Unsure (3)

Q30 Was your **LOAN** or **CREDIT APPLICATION** completely or partially **DENIED**?

- Yes (1)
- No (2)

Q31 Do you think your **LOAN** or **CREDIT APPLICATION** was completely or partially **DENIED** because of your race, ethnicity, or gender?

- Yes (1)
- No (2)
- Unsure (3)

Q32 From the **LOAN** or **CREDIT APPLICATION**, were you only approved for a partial amount of what was requested?

- Yes (1)
- No (2)

Q33 Do you think you were only approved for a partial amount of what was requested because of your race, ethnicity, or gender?

- Yes (1)
- No (2)

- Unsure (3)

Q34 Specify Other: **REASON WHY YOU THOUGHT YOUR LOAN MIGHT BE DENIED OR PARTIALLY GRANTED**

Q35 Do **PRIME CONTRACTORS** or **DIRECT VENDORS** who contract with your company on public sector or government projects with **M/WBE CONTRACT GOALS** also solicit your company on projects (private or public) **WITHOUT M/WBE CONTRACT GOALS**?

- Yes (1)
- No (2)

Q36 As a **PRIME CONTRACTOR** or **DIRECT VENDOR**, do you **SOLICIT QUOTES** from **MINORITY-OWNED WOMEN-OWNED**, or **DISADVANTAGED-OWNED BUSINESS ENTERPRISES** on private (non-governmental) contracts without goals?

- Yes (1)
- No (2)
- Not Applicable - Do Not Work in Private Sector (3)

Q37 Have you experienced or observed a situation in which a prime contractor or direct vendor **INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTORS** on a bid or proposal (to satisfy the "good faith effort" requirements) and then **DROPS** and/or **REPLACES** the company as a subcontractor after winning the award for no legitimate reason?

- Yes (1)
- No (2)

Q38 Please describe the situation.

Q39 Between 2015 and 2021 what was the average **NUMBER OF EMPLOYEES** on your company's payroll, including full-time and part-time staff?

- None (1)
- 1-20 employees (2)
- 21-50 employees (3)
- 51 – 75 employees (4)
- 76-100 employees (5)

- 101-300 employees (6)
- 301-500 employees (7)
- 500+ employees (8)

Q40 Between 2015 and 2021 what was the average annual revenue of the company?

- Up to \$50,000 (1)
- \$50,001 to \$100,000 (2)
- \$100,001 to \$300,000 (3)
- \$300,001 to \$500,000 (4)
- \$500,001 to \$1 million (5)
- \$1,000,001 to \$3 million (6)
- \$3,000,001 to \$5 million (7)
- \$5,000,001 to \$10 million (8)
- Over \$10 million (9)
- Refuse to answer (10)

Q41 Do you have any additional FEEDBACK or INFORMATION that you would like to share regarding how race, ethnicity, or gender may have affected your business, while working on County contracts, working with prime firms/direct vendors, or working with subcontractors/suppliers? PLEASE BE SPECIFIC. IF YOU DO NOT HAVE ANY FEEDBACK, ENTER 'NONE.'



Appendix F

F. Vendor Questionnaire Results

Q2-What is your OFFICIAL TITLE?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
What is your OFFICIAL TITLE?	Owner	Count	177	10	33	11	42	35	308
		% within Q2	57.47%	3.25%	10.71%	3.57%	13.64%	11.36%	100.00%
		% within Business Ownership	931.58%	1000.00%	660.00%	275.00%	840.00%	175.00%	570.37%
	CEO/President	Count	30	5	6	7	9	12	69
		% within Q2	43.48%	7.25%	8.70%	10.14%	13.04%	17.39%	100.00%
		% within Business Ownership	157.89%	500.00%	120.00%	175.00%	180.00%	60.00%	127.78%
	Vice President	Count	8	2	1	2	3	5	21
		% within Q2	38.10%	9.52%	4.76%	9.52%	14.29%	23.81%	100.00%
		% within Business Ownership	42.11%	200.00%	20.00%	50.00%	60.00%	25.00%	38.89%
	Chief Financial Officer	Count	8	4	4	2	3	2	23
		% within Q2	34.78%	17.39%	17.39%	8.70%	13.04%	8.70%	100.00%
		% within Business Ownership	42.11%	400.00%	80.00%	50.00%	60.00%	10.00%	42.59%
	Chief Operations Officer	Count	23	5	7	4	5	9	53
		% within Q2	43.40%	9.43%	13.21%	7.55%	9.43%	16.98%	100.00%
		% within Business Ownership	121.05%	500.00%	140.00%	100.00%	100.00%	45.00%	98.15%
Other	Count	19	1	5	4	5	20	54	
	% within Q2	35.19%	1.85%	9.26%	7.41%	9.26%	37.04%	100.00%	

			Business Ownership					Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non Minority Females	
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total		Count	19	1	5	4	5	20
		% within Q2	35.19%	1.85%	9.26%	7.41%	9.26%	37.04%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q3-Specify Other: OFFICIAL COMPANY TITLE

African American
Administrative Administrator.
Director of Operations.
Director of Sales.
Office Administrator.
Office Manager.
Operations Manager.
Project Manager.
Secretary.
Asian American
Executive Assistant to the President.
Hispanic American or Latino
Director of Administration.
Office Administrator.
Office Manager.
Operations Manager.
Project Estimator.

Native American / American Indian	
Director of Sales.	
Office Manager.	
Non Minority Females	
Office Administrator.	
Office Manager.	
Operations Manager.	
Publishing Supervisor.	
Non M/FBE	
Accounts Payable Specialist.	
Assistant Manager.	
Assistant to the Owner.	
Billing Manager.	
Counter Service Manager.	
Managing Director.	
Office Administrator.	
Office Manager.	
Project Manager.	
Sales Manager.	
Secretary.	
Senior Operations Manager.	
Supervisor of Training and Development.	

Q4-What is your company's PRIMARY LINE OF BUSINESS?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non Minority Females		Non M/FBE
Construction	Count		37	4	24	4	14	24	107

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
What is your company's PRIMARY LINE OF BUSINESS?		% within Q4	34.58%	3.74%	22.43%	3.74%	13.08%	22.43%	100.00%
		% within Business Ownership	13.96%	14.81%	42.86%	13.33%	20.90%	28.92%	20.27%
	Professional Services	Count	141	18	18	20	29	29	255
		% within Q4	55.29%	7.06%	7.06%	7.84%	11.37%	11.37%	100.00%
		% within Business Ownership	53.21%	66.67%	32.14%	66.67%	43.28%	34.94%	48.30%
		Other Services	Count	68	2	12	5	12	21
	% within Q4		56.67%	1.67%	10.00%	4.17%	10.00%	17.50%	100.00%
	% within Business Ownership		25.66%	7.41%	21.43%	16.67%	17.91%	25.30%	22.73%
	Goods	Count	19	3	2	1	12	9	46
		% within Q4	41.30%	6.52%	4.35%	2.17%	26.09%	19.57%	100.00%
		% within Business Ownership	7.17%	11.11%	3.57%	3.33%	17.91%	10.84%	8.71%
	Total	Count	265	27	56	30	67	83	528
		% within Q4	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
% within Business Ownership		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q5-Please explain your company's Primary Line of Business.

African American
Accounting and Consulting Services.
Accounting and Tax Preparation.
Advertising and Marketing.
Architectural Consulting Services.
Architectural Design Services (Mostly Renovation of Old Buildings).
Architectural Services (Design and Build).
Architectural Services.
Architectural, Civil, and Structural Engineering.
Architecture (Design Artwork for New Construction Buildings, Walls, Billboards, and the Purple Line).
Architecture (Historic Preservation and Urban Design).
Audio Equipment Sales and Rentals, Installation of Stage Lights and Sound Booth Equipment for Churches and Schools.
Automation Services and Mechanical, Electrical, Civil, and Structural Engineering.
Automotive Electrical and Repair Services.
Background Checking and Fingerprinting.
Basketball and Fitness Training.
Bookkeeping and Accounting Services.
Broadband Services (Installation, Upgrading, and Maintaining Fiber Cable Systems, Public Safety Systems for Police Departments, Fire Departments, and EMS services).
Business Accounting.
Business Brokering (Project Controls and Budget Analysis).
Business Consulting (Budgeting and Grant Writing).
Business Consulting (Employee Coaching, Employee Management, and Leadership Development).
Business Consulting and Writing.
Business Consulting Services and Project Management.
Business Consulting Services.
Business Consulting.
Business Development, Staffing, and Training Consulting.
Business Management and Consulting.
Business Management Consulting.
Business Marketing for all areas of business.(advertising and publications)

African American
Business Planning and Consulting.
Cannabis Product Sales and Education.
Certified Laboratory Soil Testing Services.
Certified Public Accounting (Audits and Tax Preparation).
Certified Public Accounting (CPA) Services.
Certified Public Accounting (CPA).
Civil and Structural Engineering.
Civil Engineering.
Clothing and Shoe Sales and Design.
Commercial and Governmental Electrical Contracting.
Commercial and Industrial Building Contracting.
Commercial and Residential Janitorial Services.
Commercial and Residential Moving.
Commercial Cleaning Services.
Commercial Real Estate Sales and Property Management.
Commercial Real Estate Sales.
Commercial/Residential Janitorial and Handyman Services.
Communications and Marketing (State and Congressional Level).
Communications Consulting Services.
Computational Infrastructure Services.
Computer Consulting (Repair and Programming).
Computer Consulting and Cybersecurity Software Programming.
Computer Engineering & Software Development.
Computer Engineering Services (Information Technology (IT) Technical Support and Consulting Services).
Computer Facilities Management.
Computer Software Systems Analysis and Design.
Computer Software Systems and Design Services.
Computer Technology Consulting.
Concrete Paving and Snow Plowing.
Construction Management, Structural Design, Structural Engineering Inspection, and Geotechnical Engineering Inspection Consulting.

African American
Construction Management.
Construction Site Transportation Services (Building Supplies and Debris).
Construction Site Transportation Services (Hauling and Delivery of Debris and Supplies).
Construction, Demolition, and Excavation Services.
Consulting and Infrastructure Build Out (Telecommunications).
Customized Artwork Design, Production, Marketing, and Display for Trade Events.
Cybersecurity, Project Management, and Business Development Services.
Dance Instruction (Dance Studio).
Data Analysis and Policy Research Consulting.
Data Analytics and Budget Consulting for Businesses.
Debris Removal for Construction Sites.
Digital Printing (Posters, Brochures, Card Stock, etc.).
Distribution of Laboratory, Medical, and Forensic Products.
Drywall Contracting.
Educational Services (Tutoring and Test Preparation).
Electrical Contracting.
Electrical Services and Repair.
Employment Staffing (All Types).
Engineering Management (Manage and Certify Public Transportation, Trains and Airplanes).
Event Planning for Weddings and Small Businesses.
Event Planning.
Event Production and Sound Services (Sound Systems for Large Concerts or Other Events).
Event Space, Property Management, and Other Rental Space (Wedding and Party Venues).
Executive Staffing.
Fingerprinting, Background Checks, Notary, and Passport Services.
Food and Beverage Culinary Hub (Catering Services).
Food and Beverage Services (Wine Bar and Restaurant).
Freight Transportation (All Types of Products).
General Construction.
General Contracting and Trucking.

African American
General Contracting for Fiber Optic Cable Installation.
General Contracting for Single Family Homes.
General Contracting.
Geotechnical Engineering.
Glass and Film Installation/Repair (Doors, Walls, and Partitions).
Governmental and Commercial Business Consulting.
Grant Writing Services.
Graphic Design.
Healthcare Consulting in Cybertraining and Equal Opportunity Employment (EEO).
Healthcare Consulting, Staffing and Policy Review.
Healthcare Consulting.
Healthcare Equipment Supply and Healthcare Consultation.
Home Healthcare Services.
Human Resource Consulting.
Human Resource Management Consulting and Staffing Augmentation.
Human Resource Support (Medical Staffing).
HVAC Contracting and Plumbing (Installation/Repair of HVAC Systems, Cleaning/Replacing Ductwork, Bathroom/Kitchen Plumbing).
HVAC Contracting.
Industrial Building Construction.
Industrial Glass Supply (Windows, Doors and Other Types of Glass).
Information Technology (IT) Consulting and Design Services.
Information Technology (IT) Consulting and Management.
Information Technology (IT) Consulting Services.
Information Technology (IT) Consulting.
Information Technology (IT) Management Services.
Information Technology (IT) Services (Computer Programming and Sales).
Information Technology (IT) Services (Custom Computer Programming).
Information Technology (IT) Services (Data Processing and Preparation).
Information Technology (IT) Services (Install Hardware, Configure Software, and Monitor/Maintain Computer Systems for Large Corporations, Banks, Hospitals, and Department Stores).
Information Technology (IT) Services (Sales and Service).

African American
Information Technology (IT) Services (Telecommunications).
Information Technology (IT) Services and Cybersecurity.
Information Technology (IT) Services for Healthcare Only.
Information Technology (IT) Services.
Information Technology (IT) Technicians.
Information Technology Asset Management.
Information Technology Consulting and Management.
Information Technology Management and Consulting (Repair Service and Network Set Up).
Insurance (Health and Life).
Interior Design.
Investment Services.
Janitorial Services (Business, Auto, and Homes).
Janitorial Services (Cleaning and Repair Services).
Janitorial Services.
Land Planning, Architecture, and Urban Design Consulting.
Landscape Contracting.
Landscape Engineering.
Lawn Care and Maintenance Services.
Leadership Development and Coaching.
Licensed Insurance Brokerage (Life Insurance and Estate Planning).
Limousine Rental.
Locksmith Services.
Management and Business Consulting.
Management Consulting Services.
Marketing (Design and Manufacture Customized Hats).
Marketing and Research Consulting.
Marketing, Consulting and Promotional Products.
Marketing, Consulting, and Engineering Services.
Mechanical and Civil Engineering Services.
Mechanical Engineering.

African American
Mechanical, Electrical, and HVAC Services.
Medical Equipment Supply.
Medical Services (Clinic).
Medical Services for Children.
Medical Staffing.
Mental Health Services (Clinic).
Metal and Iron Fabrication and Installation Services.
Money Coaching (Financial Literacy Instruction for Children).
Music Training.
Newspaper Publishing.
Office Equipment Supplies.
Office Furniture Sales.
Office Supply Sales (Printers, Toners, and General Office Materials).
Operation and Budget Management for Businesses.
Paint Contracting.
Parking Garage Management.
Physical Therapy.
Polygraph Administration (Law Enforcement Officers and Security Survey Provider).
Pre-construction Management.
Printing (Banners).
Printing, Advertising, and Publication Services.
Private Investigating.
Professional Commercial Photography (Architectural and High End Interior Photography).
Professional Development, Ghost Writing, and Workplace Training.
Professional Management and Technology Consulting Services.
Project and Program Management Consulting.
Project Management for New Construction.
Real Estate Brokerage.
Real Estate Investing.
Real Estate Sales & Brokerage.

African American
Real Estate Title and Escrow Services.
Registered Nursing and Other Health Services.
Research and Technology Communications (Replace/Repair Computer Hardware and Software Equipment for Hospitals and Doctors' Offices and Provide Telecommunications Equipment).
Residential and Commercial General Contracting.
Residential Fire Sprinkler Services (Installation, Service, and Inspection).
Residential, Commercial, and Industrial Building Renovation and Construction.
Residential/Commercial General Contracting.
Restoration and Mitigation Services (Water Damage, Mold, Mildew, and Storm Damage).
Retail Clothing Sales.
Sales, Installation, and Repair of Fencing.
Screen Printing, Embroidery, and Logo Artwork.
Security and Investigation Services.
Security Guard Services and Surveillance Systems.
Security Guard Services.
Security Services (Private Security for Special Events, Night Clubs, and Concerts).
Sewer Pumps and Pumping Equipment Repair and Sales.
Small Business Consulting.
Soil Testing Services for Construction.
Soil Testing.
Sports Training (All Types of Sports).
Staffing Placement.
Staffing Services.
Structural Concrete Construction Services (Concrete Pouring for Commercial Buildings, Highways, and Parking Decks).
Supply and Sales of Personal Hygiene Kits for Travel (Restroom Kits).
Taxi Services (Drop Off and Pick Up Services).
Television and Film Production Services.
Trailer and Construction Equipment Supply.
Trash Removal and Disposal for Construction Sites and Private Property.
Trucking (Dump Truck Hauling of Construction Supplies).
Trucking (Dump Truck Hauling).

African American
Trucking (Dump Truck Services such as Hauling Debris for Commercial Projects).
Trucking (Hauling and Removal of Debris from Construction Sites).
Trucking (Hauling of Materials such as Gravel and Stone).
Trucking (Hauling of Materials to and from Construction Sites).
Trucking (Transporting Supplies).
Trucking and Hauling (Delivery of Supplies to and from Construction Sites).
Trucking.
Wholesale Distribution of Food and Paper Products.
Wholesale Hospital Equipment and Supplies.

Asian American
Architecture and Interior Design.
Business Consulting.
Commercial and Household Appliance Sales.
Consulting Engineering Services.
Custom Home Building.
Design and Development of Training Programs for Governmental and Commercial Contracts.
Distribution of Wholesale Healthy Snacks.
Electrical and Structural Engineering.
Environmental Services (Waste Removal and Recycling).
General Contracting (Multipurpose Buildings, Schools, and Warehouses).
General Contracting.
General Management Consulting.
Healthcare Administrative Management and Consulting.
Information Technology (IT) Business Consulting.
Information Technology (IT) Consulting.
Information Technology (IT) Management and Consulting.
Information Technology (IT) Services (Develop and Maintain Software).
Information Technology (IT) Services.
Mechanical Engineering, Electrical Engineering, Plumbing Engineering, and Fire Protection Engineering Services.

Asian American
Security Alarm Systems Installation and Sales.
Structural and Civil Engineering Services.
Technology Consulting and Cloud Security.
Veteran Engineering Services (Contract with the Federal Government to Provide Technical Support Services, Install and Set Up Computers for Retired Veterans).
Wine Distribution.

Hispanic American or Latino
Architectural Services.
Automobile Repair Services.
Building Site Contracting.
Business Consulting.
Civil and Structural Engineering, Surveying, and Geographic Services.
Commercial and Residential Janitorial Services.
Commercial Painting and Pressure Washing.
Commercial Roofing.
Communications Services.
Computer Engineering.
Concrete and Paving Contracting.
Engineering Consulting and Concrete Construction.
Environmental Consulting.
Foundation and Footing Contracting.
Garbage Truck Sales.
General Construction.
General Contracting (Concrete).
General Contracting for Single Family Homes.
General Contracting, Carpentry, Wall Construction, and Sheetrock Installation.
General Contracting.
General Flooring Contracting.
Gravel, Dirt, Debris, and Asphalt Removal from Construction Sites.

Hispanic American or Latino
Heavy Construction (Water, Sewer, and Utility Lines).
Information Technology (IT) Construction Services (Installation of Cables, such as Fiber Optic, Cat 2, Cat 6, etc.).
Information Technology (IT) Services (Computer Software Systems Analysis and Design).
Information Technology (IT) Services.
Iron Work Fabrication and Installation.
Janitorial Services.
Landscape Contracting.
Landscape Engineering.
Masonry and Stonework Contracting.
Music Instruction (Keyboard and Guitar Training Classes).
Online Services Technology Consulting.
Pet Waste Removal.
Physical Therapy Services.
Public Works Engineering (Ecologically-based Design of Water Quality Practices).
Real Estate Sales and Brokerage.
Real Estate Sales.
Residential and Commercial Janitorial Services.
Road and Sidewalk Surfacing and Paving Services.
Roofing and Steel Rafter Contracting and Concrete Pouring.
Sales of Cannabis and Healing Products.
Staffing Services.
Structural Engineering, Civil Engineering, and Traffic Engineering Services.
Telephone Equipment Sales and Services.
Traffic Control and Road Saw Cutting (Digging Holes for Piping and Drainage).
Traffic Control Services (Barriers, Signs, etc.).
Trucking (Hauling of Debris and Supplies to and from Construction Sites).
Vehicle Bodywork, Painting and Repair.
Water and Sewer Line Construction.

Native American/American Indian
Architectural Services.
Business Furnishings and Other Types of Equipment.
Certified Public Accounting (CPA).
Civil and Structural Engineering.
Civil Engineering.
Commercial and Residential Carpet Cleaning, Installation, Sales, and Service.
Commercial Electrical Contracting.
Computer Engineering (Software Design and Programming).
Computer Engineering and Software Design Services.
Computer Engineering Services.
Computer Engineering.
Computer Programming and Services.
Computer Programming, Sales, and Service.
Digital Printing and Web Design.
Electrical Contracting.
Employee Benefits and Retirement Plans.
General Contracting.
iCloud Services and Software Development.
Information Technology (IT) Services and Sales.
Information Technology (IT) Services.
Labor Contracting for Construction.
Landscaping and Snow Removal.
Real Estate Brokerage.
Swim and Dive Coaching.
Translation Services.
Trucking (Delivery and Hauling of Construction Supplies and Debris).
Non Minority Females
Accounting.
Advertising.

Non Minority Females
Aerobic Class Instruction.
Animal Training Services.
Antique Furniture Retail Sales.
Architectural & Structural Engineering Services.
Architectural Landscape Consulting.
Architectural Services.
Architecture, Mechanical Engineering, Culinary Arts, and Fine Art Design for Kitchens.
Building Supplies.
Business Consulting.
Business Furniture and Office Equipment Sales.
Business Management and Consulting.
Civil Engineering Services.
Commercial and Residential Fencing Services.
Commercial and Residential Real Estate Sales and Rentals.
Commercial and Residential Window Coverings for New and Existing Construction.
Commercial Bus Sales.
Commercial Carpentry.
Commercial, Residential, and Facility Support Services and General Contracting.
Computer Equipment Sales, Repair, and Maintenance.
Construction and Renovation of Pools.
Construction Equipment Manufacturing (Rigging Equipment, Lifts, Slings, Fall Protection Equipment, etc.).
Construction Site Transportation Services (Hauling of Gravel, Asphalt, and Sand to Construction Worksites).
Design, Delivery, Erection, Relocation, Dismantling, and Operator Labor Services for Residential, Commercial, and Industrial Buildings.
Elevator Services (Inspection, Service, and Repair).
Employment and Staffing Services.
Fence Repair and Installation.
Fire Protection Engineering and Forensic Toxicology.
Flooring Subcontracting (Provide and Install Terrazzo, Marble, and Other Types of Flooring).
General Construction (Demolition and Excavating).
General Contracting.

Non Minority Females
Geotechnics, Tunnel Design, and Civil Engineering Consulting.
Governmental Goods Supplier (Plumbing, Electrical, and Other Trades Supplies).
Graphic Design.
Hazardous and Non-Hazardous Waste Disposal Services.
Historic Preservation Consulting.
Information Technology (IT) Consulting.
Information Technology (IT) Solutions for the Government (Computer Programs and Software).
Inspection Services (Infrastructure Photography with Specialized Equipment).
Installation and Removal of Synthetic Turf for Sports Fields.
Land Clearing Contracting.
Land Consulting and Project Management on Construction Sites.
Lobbying.
Manufacturing and Sales of Soap Products.
Marketing Consulting.
Nutrition Education and Training (Conduct Cooking Classes Geared towards Kids and Teens).
Online Services Technology Consulting.
Physical Education Instruction.
Printing, Publishing and Advertising.
Real Estate Brokerage.
Real Estate.
Software Development and Management.
Sporting Equipment Sales.
Supply Stone, Clay, Glass, and Concrete Products.
Textile Design and Accessory Printing.
Training Consulting.
Transportation Study Consulting (Feasibility Studies for Raising Public Transportation Rates).
Underground Cable Construction.
Urban Planning for Affordable Housing Service.
Washroom Sanitation Services.
Water Treatment Facility Management Services.

Non Minority Females
Yoga Instruction (Classes).

Non M/FBE
Air Conditioning Repair.
Architectural Consulting (Base Building, Commercial Interior Design, etc.).
Architectural Services.
Athletic Training.
Auto Part Sales and Auto Repair (Specializing in Trucks).
Auto Sales and Service.
Automotive Supply Sales.
Bottled Water Distribution (Delivery, Set Up of Water Stands, and Exchange of Water Bottles for State and Medical Offices).
Business Consulting (Budgeting, Hiring Practices, and Project Selections).
Business Consulting.
Certification and Consulting Services (Facility Operation, Lifeguard Training, CPR Training, First Aid, Pool Maintenance, and Pool Service).
Civil Engineering.
Commercial Class A General Contracting.
Commercial Roofing Contracting.
Commercial Steel Installation and Fabrication.
Concrete and Masonry Work.
Concrete Contracting.
Construction Management Services.
Construction Material Transport Services.
Consulting and Construction Design for Governmental Contracts.
Database, Network Design and Maintenance Services.
Demolition and Mechanical Insulation for Construction Projects.
Dental Services (Dentist).
Electrical Contracting.
Employment and Support Services (Training and Consultation).
Environmental Compliance and Remediation of Hazardous Materials and Pollutants.
Estate Planning Law.

Non M/FBE
Federal Government Contracting (Government Jobs, Materials, and Products).
Financial Advising.
Financial Planning and Wealth Management.
Fire Sprinkler Systems.
General Contracting for Single Family Homes.
Healthcare Consulting and Treatment Services.
Healthcare Staffing.
Heating and Air Conditioning (HVAC) Contracting.
Heating and Air Conditioning Services.
Information Technology (IT) and Engineering Consulting.
Information Technology (IT) Management and Consulting.
Information Technology (IT) Services.
Interior Design.
Janitorial Services.
Labor Services Consulting (Negotiation of Governmental and Other Contracts).
Land and Subdivision Development.
Landscape Engineering and Architecture.
Landscaping Services.
Large Commercial General Contracting.
Lodging (Room Rentals).
Marble, Hardwood, and Ceramic Tile Floor Installation.
Marine Contracting (Roads and Bridges).
Masonry Contracting (Concrete, Waterproofing, and Masonry Repair).
Motion Picture and Tape Distribution (Old and New Films and Tapes).
Office Supplies.
Operations and Information Technology (IT) Consulting.
Photocopy Services.
Planting, Pruning, and Trimming Services.
Printing Services (Brochures, Business Cards, etc.).
Printing, Advertising, and Promotional Services.

Non M/FBE
Real Estate Brokerage.
Recruiting for Referees and Umpires.
Repair, Maintenance and Installation of Heavy-duty Lifts.
Residential and Commercial Lawn Services.
Residential General Contracting.
Retail Clothing and Accessory Sales and Service.
Roofing Contracting.
Sales and Service of Commercial Trucks, Tractors, and Trailers.
Sales of Street Sweepers, Vacuum Trucks, and Applicable Parts.
Security Guard and Alarm Services.
Snow Removal and Dust Control Products.
Social Skills Facilitation (Work with Children Using Various Games and Learning Methods).
Structural and Civil Engineering.
Structural Engineering.
Structure Cabling (Interior Installation of Fiber Optic and Other Type of Cables).
Swim Instruction.
Traffic Signal Supplies and Distribution.
Training and Development for New Business Owners.
Trucking (Delivery and Hauling of All Types of Goods).
Vehicle Maintenance and Repair (Buses, RVs, Motorhomes, Cars, and SUVs).
Water and Sewer Line Construction.

Q6-Does your business work PRIMARILY as a PRIME CONTRACTOR/DIRECT VENDOR, SUBCONTRACTOR/SUPPLIER, or BOTH?

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non Minority Females	Non M/FBE	
Does your business work PRIMARILY as a PRIME CONTRACTOR/DIRECT VENDOR, SUBCONTRACTOR/SUPPLIER, or BOTH?	Prime Contractor/Direct Vendor	Count	188	15	38	28	50	69	388
		% within Q6	48.45%	3.87%	9.79%	7.22%	12.89%	17.78%	100.00%
		% within Business Ownership	70.94%	55.56%	67.86%	93.33%	74.63%	83.13%	73.48%
	Subcontractor/Supplier	Count	25	6	6	1	8	4	50
		% within Q6	50.00%	12.00%	12.00%	2.00%	16.00%	8.00%	100.00%
		% within Business Ownership	9.43%	22.22%	10.71%	3.33%	11.94%	4.82%	9.47%
	Both	Count	52	6	12	1	9	10	90
		% within Q6	57.78%	6.67%	13.33%	1.11%	10.00%	11.11%	100.00%
		% within Business Ownership	19.62%	22.22%	21.43%	3.33%	13.43%	12.05%	17.05%
Total	Count	265	27	56	30	67	83	528	
	% within Q6	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q7-Is at least 51 percent of your company owned, managed, and controlled by a Woman or Women?

			Business Ownership				Total
			Construction	Professional Services	Other Services	Goods	
Is at least 51 percent of your company owned, managed, and controlled by a Woman or Women?	Yes	Count	26	131	49	24	230
		% within Q7	11.30%	56.96%	21.30%	10.43%	100.00%
		% within Business Ownership	24.30%	51.37%	40.83%	52.17%	43.56%
	No	Count	81	124	71	22	298
		% within Q7	27.18%	41.61%	23.83%	7.38%	100.00%
		% within Business Ownership	75.70%	48.63%	59.17%	47.83%	56.44%
Total		Count	107	255	120	46	528
		% within Q7	20.27%	48.30%	22.73%	8.71%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%

Q8-Is at least 51 percent of your company owned, managed, and controlled by a physically disabled person or persons?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Is at least 51 percent of your company owned, managed,	Yes	Count	12	1	1	0	2	2	18
		% within Q8	66.67%	5.56%	5.56%	0.00%	11.11%	11.11%	100.00%
		% within Business Ownership	4.53%	3.70%	1.79%	0.00%	2.99%	2.41%	3.41%

		Business Ownership						Total	
		African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	Non M/FBE		
and controlled by a physically disabled person or persons?	No	Count	253	26	55	30	65	81	510
		% within Q8	49.61%	5.10%	10.78%	5.88%	12.75%	15.88%	100.00%
		% within Business Ownership	95.47%	96.30%	98.21%	100.00%	97.01%	97.59%	96.59%
Total		Count	265	27	56	30	67	83	528
		% within Q8	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q9-Is at least 51 percent of your company owned, managed, and controlled by one of the following RACIAL or ETHNIC GROUP(S)?

		Business Ownership						Total		
		African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Total MBE	Non Minority Females		Total M/FBE	Non M/FBE
Is at least 51 percent of your company owned, managed, and controlled by one of the following RACIAL or ETHNIC GROUP(S)?	Count	265	27	56	30	378	67	445	83	528
	% within Q9	50.19%	5.11%	10.61%	5.68%	71.59%	12.69%	84.28%	15.72%	100.00%

Q10-Specify Other: RACE OR ETHNICITY

Specify Other: RACE OR ETHNICITY
50% African American and 50% Latino.
50% Black and 50% Native American.
Board of Directors.
Board of Investors.

Q13-Between July 1, 2017, through June 30, 2022, has your company SUBMITTED BIDS, QUOTES, OR PROPOSALS (attempted to do work) on County contracts as a prime or subcontractor?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Between July 1, 2017, through June 30, 2022, has your company SUBMITTED BIDS, QUOTES, OR PROPOSALS (attempted to do work) on County contracts as a prime or subcontractor?	Yes	Count	105	13	27	18	26	35	224
		% within Q13	46.88%	5.80%	12.05%	8.04%	11.61%	15.63%	100.00%
		% within Business Ownership	39.62%	48.15%	48.21%	60.00%	38.81%	42.17%	42.42%
	No	Count	152	14	29	12	40	45	292
		% within Q13	52.05%	4.79%	9.93%	4.11%	13.70%	15.41%	100.00%
		% within Business Ownership	57.36%	51.85%	51.79%	40.00%	59.70%	54.22%	55.30%
	Not Interested in Working on County Contracts	Count	8	0	0	0	1	3	12
		% within Q13	66.67%	0.00%	0.00%	0.00%	8.33%	25.00%	100.00%
		% within Business Ownership	3.02%	0.00%	0.00%	0.00%	1.49%	3.61%	2.27%
Total	Count	265	27	56	30	67	83	528	
	% within Q13	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q14-Why have you NOT ATTEMPTED to do business on County contracts or projects?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Why have you NOT ATTEMPTED to do business on County contracts or projects?	Unfavorable experience(s) of discriminatory behavior	Count	0	0	0	0	0	0	
		% within Q14	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Other (Please specify other reason you have not attempted to do business on County contracts or projects)	Count	79	10	14	2	13	11	129
		% within Q14	61.24%	7.75%	10.85%	1.55%	10.08%	8.53%	100.00%
		% within Business Ownership	49.38%	71.43%	48.28%	16.67%	31.71%	22.92%	42.43%
	Unsure	Count	81	4	15	10	28	37	175
		% within Q14	46.29%	2.29%	8.57%	5.71%	16.00%	21.14%	100.00%
		% within Business Ownership	50.63%	28.57%	51.72%	83.33%	68.29%	77.08%	57.57%
Total	Count	160	14	29	12	41	48	304	
	% within Q14	52.63%	4.61%	9.54%	3.95%	13.49%	15.79%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q15-Please specify OTHER REASONS WHY your company HAS NOT ATTEMPTED to do business on COUNTY contracts. (PRIME, SUBS AND BOTH FIRMS)

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
African American	As a small business, I do not have the staff and the equipment to take on extra work.
African American	As an artist, I was not aware of any opportunities with Montgomery County for my line of work.
African American	At that point, we weren't developed enough to handle it.

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
African American	At that time, the owner did not have interest in that area.
African American	At this time, we are very busy and do not have enough workforce for any new contracts.
African American	During that period, I was slowly building up my business and did not start bidding until the start of 2021. I had not looked into the Montgomery County market due to the fact that most of my searches and work contracts were for the D.C./Maryland area.
African American	During that time frame, I just did not pursue working with them.
African American	During that time, I just really did not know of good opportunities that would fit my company.
African American	I am based in Prince George's County and have never really gotten any communications from Montgomery County about contracts.
African American	I am under a non-compete contract with another entity.
African American	I attempted to work with Montgomery County before that period multiple times. Unfortunately, I never received a response back.
African American	I didn't even know they had contracts available, and, honestly, I never really thought about it.
African American	I do most of my work in Prince George's County, but, either way, I stay away from government contracts. It's too much of a headache, and I've heard the issues that are out there when it comes to minorities and how they pick and choose who they want to work with.
African American	I don't have a record of any contracts or application submissions for Montgomery County. I believe it may be because there was nothing out there, like an email or maybe something in the mail letting us know they were looking for our services.
African American	I don't recall anyone reaching out to me from there for my services. If the opportunity is there, I would gladly take on the job, but I haven't heard of them needing my services.
African American	I don't recall receiving an invitation to bid on anything.
African American	I don't recall seeing anything out there. I was never contacted for my services. I'll be glad to work with them, though.
African American	I get of all my jobs through people and companies that contact me directly.
African American	I have not seen any contracts come up in emails or on my webpage that let me know they were looking for business.
African American	I haven't had a chance to look into a contract with the County because I've been so busy with other contracts.
African American	I haven't seen any offers or anything from Montgomery County.
African American	I just did not see anything that caught my interest at that time.
African American	I just have not attempted to work them.
African American	I just have not attempted to work with them.
African American	I just have not looked into working with them.
African American	I just have not pursued it.
African American	I looked into it, but the job required me to travel. The length of the contract was too short for that.
African American	I never bothered because, from what I've heard, getting contracts is too difficult, and the paperwork is too much work.
African American	I received information about bidding on projects in Montgomery County; however, I do not have enough staff to take on any additional jobs.

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
African American	I reside in Virginia, and my business is close to the military bases and other governmental agencies, which I do business with. During that period, I just concentrated within that territory, but I will be branching outward.
African American	I was not aware of any opportunities during that time. I have only recently been getting emails from Montgomery County.
African American	I wasn't made aware of anything they had to offer.
African American	I work mostly in the D.C. area, but I have no offense against Montgomery County.
African American	I'm not located there. I am in Prince George County. I wouldn't have thought to reach out to them for contract work.
African American	I'm not sure how to get started with Montgomery County.
African American	I've applied with several entities, but, once you keep going through the motions with the processes, you just stop applying. I just never got around to Montgomery County.
African American	I've never investigated working with Montgomery County, but I will be looking into it soon.
African American	I've worked a lot with St. Charles and Prince George Counties, but I've not seen any solicitations for Montgomery County.
African American	If they needed our services, they would have come to us. If I knew they were in need of our services or had open contracts for ongoing business, I would have loved to help.
African American	It wasn't news to me that they had anything I would be interested in or that they could use my services.
African American	It's never crossed my mind to reach out to Montgomery County for work. If someone had mentioned an opportunity, I would have checked it out.
African American	Most of my contracts have been in the D.C. area, and that's my main focus area.
African American	Most of my jobs are in Prince George's area. I have no problem working on anything for Montgomery County, but no one has mentioned any open contracts to me.
African American	My company does not have the staff to branch out and work on larger jobs as well as keep up with the workload that is required.
African American	Our company is only licensed and certified to do soil testing. We just have not looked into working with Montgomery County.
African American	Right now, my business is so small that I can't take on any more work.
African American	The experience that they require was more tailored to the bigger companies than smaller companies.
African American	The likelihood of winning a contract and the intricacy of the procedures were unfavorable. We frequently learned that the contracts were given to the same companies receiving the work from other businesses who had also gone through it.
African American	The opportunity has not presented itself just yet; however, I will look into the opportunity.
African American	The opportunity just never presented itself with Montgomery County.
African American	There was nothing interesting that we saw.
African American	There were no opportunities that I was interested in bidding on.
African American	They are slow to respond to you about any jobs. The information was not clear about how to complete the application, and no one responded before the application deadline. I needed help with the application.
African American	They come to us for our services. We provide healthcare services.
African American	They do not use my line of services.

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
African American	They do not used the goods we offer.
African American	They don't need my kind of assistance. As pediatricians, we offer our services to young patients.
African American	They probably have their own accounting staff, so, unless they require an outside consultant for an audit, and I was informed of this, I don't see the need to apply. No one has contacted me to ask for help.
African American	They will reach out to us if they want us to do background checks or fingerprinting on any new hires.
African American	We are a newspaper company, and they can come to us if they need our services.
African American	We are a restaurant, and, if I do cater anything, it is pretty small, and I stay in the Prince George area.
African American	We are a very small business that is run by myself and one other person. I am not interested in growing my business.
African American	We are based in Washington D.C. in Prince George's County. We have just have not pursued opportunities with Montgomery County.
African American	We are headquartered in Prince George County, and it was easier for us to deal directly within that county due to distance.
African American	We are located in a different area and have never looked into the opportunity to work with the County.
African American	We are located in the state of Ohio and are certified to do work in the state of Ohio only.
African American	We are not interested in bringing on any new jobs. We do not have the resources in place to take on any new contracts from anyone.
African American	We did not get contacted by mail or phone. I'm unsure if we are on the list of approved contractors.
African American	We didn't have the master's certificate needed for approval, but we've been petitioning for it for a little over a year now.
African American	We do not have the staff to work on jobs in Montgomery County.
African American	We have not pursued or even thought about working with them.
African American	We haven't had the opportunity to work with Montgomery County, but we look forward to doing so in the future.
African American	We just did not get official information on bidding.
African American	We only work in the private sector.
African American	We provide private home healthcare services; the government will not use nor need our services.
African American	We typically only work on Virginia-based projects.
African American	We've just been so caught up in our own contracts with the BT (Baltimore) Team and Emma from PG (Prince George). We mostly do federal work.
African American	We've just not had Montgomery County on our radar, and they've not reached out to us about our services.
Asian American	I do not have the required certifications.
Asian American	I just did not find the opportunity for my line of work.
Asian American	I just did not have the opportunity to research the Montgomery County area.
Asian American	I just haven't looked into the opportunity.
Asian American	I've just been too busy, honestly.
Asian American	I've never heard of any job offers or projects they needed help on.
Asian American	They do not use our products.
Asian American	We have enough work in Prince William County.

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
Asian American	We only do contracts in the D.C. district.
Asian American	We only work on federal government contacts through the Veterans Affairs office.
Hispanic American or Latino	I have never checked into doing business in Montgomery County. We just focused on other counties we were familiar with.
Hispanic American or Latino	I have plenty to keep me busy in Prince George County. I am overwhelmed with work. I already work with about 27 small municipalities and need help to keep up.
Hispanic American or Latino	I only work in Prince George's County.
Hispanic American or Latino	Nobody told me they had contracts available, so I never thought about it.
Hispanic American or Latino	There was no opportunity to provide quotes.
Hispanic American or Latino	They could have very well brought one of their cars here, but I don't see why they would step outside of their district in Maryland. There's no specific reason I have not tried to win a contract. I just don't see the need for me to contact them at this point. I have enough work here in Virginia.
Hispanic American or Latino	We are a small trucking company. Maryland's highways are very challenging when it comes to dump trucks and working in the county. You get stuck in traffic for hours, and that's bad for small businesses.
Hispanic American or Latino	We have not registered to bid on jobs in Montgomery County, but our company does receive job bidding notifications.
Hispanic American or Latino	We just have not looked into working with them.
Hispanic American or Latino	We just have not looked into working with them. Maybe we will in the future.
Hispanic American or Latino	We only build single-family homes.
Hispanic American or Latino	We work on state and federal projects only.
Hispanic American or Latino	We're a small business and have never thought of doing business with Montgomery County.
Hispanic American or Latino	We've worked on a lot of contracts with the State but not with Montgomery County. It's nothing against them; I'm sure they're cool people.
Native American / American Indian	I've had a lot of projects in other counties and the D.C. area, but I never saw anything in Montgomery County that I was interested in.
Native American / American Indian	We've worked with Prince George County just not with Montgomery County. The process is too hard, and the contracts are too hard to navigate.
Non-Minority Females	Generally, we get contacted by our area general contractors for work, and we have not reached out beyond that. We just did not pursue Montgomery County.
Non-Minority Females	I have not looked into working with Montgomery County, but, maybe in the future, I will.
Non-Minority Females	I just have not looked into it. I am a very small company.
Non-Minority Females	I just have not thought about working with them.
Non-Minority Females	Montgomery County's traffic makes it difficult for my truck drivers to make deliveries to the site on time. I stayed away from working in Montgomery County because it was costing me money, and I lost contracts because of the traffic delays.
Non-Minority Females	My business started up in 2019, and my focus was building up my company. There is no reason. I just did not pursue work with Montgomery County during that time.
Non-Minority Females	Since I live in a different county, I haven't considered doing business with Montgomery County.
Non-Minority Females	They usually contact us if they need our products.
Non-Minority Females	We did not pursue it because it was not applicable to what my company does.

BUSINESS OWNERSHIP CLASSIFICATION	Other action (Specify another way you became aware of discrimination against your company)
Non-Minority Females	We did not pursue it because there was nothing that we found to be available for what we offered at the time.
Non-Minority Females	We do not bid or pursue contracts. We only supply the equipment when contractors come to us to purchase goods.
Non-Minority Females	We stay out of D.C. and Maryland because of the hassle between traffic and all the paperwork involved.
Non-Minority Females	We're a very small business, and I'm not sure if we could be of any assistance to the County.
Non-M/FBE	During that time frame, we had not obtained a Maryland license to operate but have done so since.
Non-M/FBE	I am a dentist. I am sure they do not need my services.
Non-M/FBE	I have attempted to do business with Montgomery County in the past but not during that time frame.
Non-M/FBE	In all my years here, we've not worked with the County on any contracts. There is no specific reason why. If the business was solicited, we would have no problem taking it.
Non-M/FBE	Most of our projects are based near the Prince William area. We don't really deal with anything outside of the state of Virginia. Montgomery County isn't that far away, but the paperwork tends to be a bit much when you're crossing over to do work in another state.
Non-M/FBE	Mostly, we work on residential projects. That is what occupies my time.
Non-M/FBE	They will contact us if they need our services. If they use our services, it's usually for our conference rooms.
Non-M/FBE	We do not work in the public sector. We only build single family homes.
Non-M/FBE	We have enough to keep us busy in the state of New York. Most of our clients come directly to us, so we have no reason to solicit or attempt to gain work in Montgomery County.
Non-M/FBE	We have enough to keep us busy right now. We're not in desperate need of work right now to have to apply for anything with Montgomery County.
Non-M/FBE	We've just had no interest in seeking out contract work in Montgomery County.

Q16-Between July 1, 2017, through June 30, 2022, has your firm BEEN AWARDED A CONTRACT with The County of Montgomery, or has your company WORKED ON a County contract or project as a subcontractor?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non Minority Females		Non M/FBE
Between July 1, 2017, through June 30, 2022, has your firm BEEN AWARDED A CONTRACT	Yes	Count	41	9	12	9	20	27	118
		% within Q17	34.75%	7.63%	10.17%	7.63%	16.95%	22.88%	100.00%
		% within Business Ownership	39.05%	69.23%	44.44%	50.00%	76.92%	77.14%	52.68%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
with The County of Montgomery, or has your company WORKED ON a County contract or project as a subcontractor?	No	Count	63	4	15	9	6	8	105
		% within Q17	60.00%	3.81%	14.29%	8.57%	5.71%	7.62%	100.00%
		% within Business Ownership	60.00%	30.77%	55.56%	50.00%	23.08%	22.86%	46.88%
	Unsure	Count	1	0	0	0	0	0	1
		% within Q17	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.95%	0.00%	0.00%	0.00%	0.00%	0.00%	0.45%
Total		Count	105	13	27	18	26	35	224
		% within Q17	46.88%	5.80%	12.05%	8.04%	11.61%	15.63%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q17-Have you or your company been treated unfavorably due to your race, ethnicity, or gender because there is a "good old boy network" of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to	Yes on a government contract	Count	3	1	0	0	0	0	4
		% within Q17	75.00%	25.00%	0.00%	0.00%	0.00%	0.00%	100.00%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
your race, ethnicity, or gender because there is a "good old boy network" of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?		% within Business Ownership	1.13%	3.70%	0.00%	0.00%	0.00%	0.00%	0.76%
	Yes on a non-government contract	Count	3	0	0	0	0	1	4
		% within Q17	75.00%	0.00%	0.00%	0.00%	0.00%	25.00%	100.00%
		% within Business Ownership	1.13%	0.00%	0.00%	0.00%	0.00%	1.20%	0.76%
	Yes on both	Count	16	0	4	0	2	1	23
		% within Q17	69.57%	0.00%	17.39%	0.00%	8.70%	4.35%	100.00%
		% within Business Ownership	6.04%	0.00%	7.14%	0.00%	2.99%	1.20%	4.36%
	None of the above	Count	243	26	52	30	65	81	497
		% within Q17	48.89%	5.23%	10.46%	6.04%	13.08%	16.30%	100.00%
		% within Business Ownership	91.70%	96.30%	92.86%	100.00%	97.01%	97.59%	94.13%
	Total	Count	265	27	56	30	67	83	528
		% within Q17	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
% within Business Ownership		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q18-Have you or your company been treated unfavorably due to your race, ethnicity, or gender in business practices such as price discrimination by suppliers e.g., higher prices for minority or women-owned businesses?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to your race, ethnicity, or gender in business practices such as price discrimination by suppliers e.g., higher prices for minority or women-owned businesses?	Yes on a government contract	Count	2	0	0	0	0	0	2
		% within Q18	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.38%
	Yes on a non-government contract	Count	4	1	1	0	0	0	6
		% within Q18	66.67%	16.67%	16.67%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	1.51%	3.70%	1.79%	0.00%	0.00%	0.00%	1.14%
	Yes on both	Count	7	0	1	0	1	0	9
		% within Q18	77.78%	0.00%	11.11%	0.00%	11.11%	0.00%	100.00%
		% within Business Ownership	2.64%	0.00%	1.79%	0.00%	1.49%	0.00%	1.70%
	None of the above	Count	254	26	54	30	66	83	513
		% within Q18	49.51%	5.07%	10.53%	5.85%	12.87%	16.18%	100.00%
		% within Business Ownership	95.85%	96.30%	96.43%	100.00%	98.51%	100.00%	97.16%
Total	Count	265	27	56	30	67	83	528	
	% within Q19	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q19-Have you or your company experienced discrimination due to your race, ethnicity, or gender with bid shopping e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company experienced discrimination due to your race, ethnicity, or gender with bid shopping e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?	Yes on a government contract	Count	2	0	0	0	0	0	2
		% within Q19	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.38%
	Yes on a non-government contract	Count	3	0	1	0	0	0	4
		% within Q19	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	1.13%	0.00%	1.79%	0.00%	0.00%	0.00%	0.76%
	Yes on both	Count	11	0	1	0	1	0	13
		% within Q19	84.62%	0.00%	7.69%	0.00%	7.69%	0.00%	100.00%
		% within Business Ownership	4.15%	0.00%	1.79%	0.00%	1.49%	0.00%	2.46%
	None of the above	Count	249	27	54	30	66	83	509
		% within Q19	48.92%	5.30%	10.61%	5.89%	12.97%	16.31%	100.00%
		% within Business Ownership	93.96%	100.00%	96.43%	100.00%	98.51%	100.00%	96.40%
Total	Count	265	27	56	30	67	83	528	
	% within Q19	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q20-Have you or your company experienced discrimination due to your race, ethnicity, or gender while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company experienced discrimination due to your race, ethnicity, or gender while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage?	Yes on a government contract	Count	1	0	0	0	0	0	1
		% within Q20	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.38%	0.00%	0.00%	0.00%	0.00%	0.00%	0.19%
	Yes on a non-government contract	Count	2	0	1	0	1	0	4
		% within Q20	50.00%	0.00%	25.00%	0.00%	25.00%	0.00%	100.00%
		% within Business Ownership	0.75%	0.00%	1.79%	0.00%	1.49%	0.00%	0.76%
	Yes on both	Count	7	0	2	0	1	0	10
		% within Q20	70.00%	0.00%	20.00%	0.00%	10.00%	0.00%	100.00%
		% within Business Ownership	2.64%	0.00%	3.57%	0.00%	1.49%	0.00%	1.89%
	None of the above	Count	255	27	53	30	65	83	513
		% within Q20	49.71%	5.26%	10.33%	5.85%	12.67%	16.18%	100.00%
		% within Business Ownership	96.23%	100.00%	94.64%	100.00%	97.01%	100.00%	97.16%
Total	Count	265	27	56	30	67	83	528	
	% within Q20	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q21-Have you or your company been treated unfavorably due to your race, ethnicity, or gender with double standards in measuring performance, or during inspections of your work e.g., inspectors unfavorably targeting minority and women-owned businesses while not holding non-minority firms to the same standard?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to your race, ethnicity, or gender with double standards in measuring performance, or during inspections of your work e.g., inspectors unfavorably targeting minority and women-owned businesses while not holding non-minority firms to the same standard?	Yes on a government contract	Count	0	0	0	0	0	0	
		% within Q21	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Yes on a non-government contract	Count	0	1	2	0	0	3	
		% within Q21	0.00%	33.33%	66.67%	0.00%	0.00%	100.00%	
		% within Business Ownership	0.00%	3.70%	3.57%	0.00%	0.00%	0.57%	
	Yes on both	Count	10	0	3	0	1	14	
		% within Q21	71.43%	0.00%	21.43%	0.00%	7.14%	100.00%	
		% within Business Ownership	3.77%	0.00%	5.36%	0.00%	1.49%	2.65%	
	None of the above	Count	255	26	51	30	66	83	511
		% within Q21	49.90%	5.09%	9.98%	5.87%	12.92%	16.24%	100.00%
		% within Business Ownership	96.23%	96.30%	91.07%	100.00%	98.51%	100.00%	96.78%
Total	Count	265	27	56	30	67	83	528	
	% within Q21	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q22-Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc. e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc. e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender?	Yes on a government contract	Count	1	0	0	0	1	0	2
		% within Q22	50.00%	0.00%	0.00%	0.00%	50.00%	0.00%	100.00%
		% within Business Ownership	0.38%	0.00%	0.00%	0.00%	1.49%	0.00%	0.38%
	Yes on a non-government contract	Count	2	2	1	0	0	0	5
		% within Q22	40.00%	40.00%	20.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.75%	7.41%	1.79%	0.00%	0.00%	0.00%	0.95%
	Yes on both	Count	9	0	3	0	0	0	12
		% within Q22	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	3.40%	0.00%	5.36%	0.00%	0.00%	0.00%	2.27%
	None of the above	Count	253	25	52	30	66	83	509
		% within Q22	49.71%	4.91%	10.22%	5.89%	12.97%	16.31%	100.00%
		% within Business Ownership	95.47%	92.59%	92.86%	100.00%	98.51%	100.00%	96.40%
Total	Count	265	27	56	30	67	83	528	
	% within Q22	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q23-Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of the opportunity to bid e.g., not being allowed to bid because of your race, ethnicity, or gender?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of the opportunity to bid e.g., not being allowed to bid because of your race, ethnicity, or gender?	Yes on a government contract	Count	2	0	0	0	0	0	2
		% within Q23	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.38%
	Yes on a non-government contract	Count	0	0	0	0	0	0	0
		% within Q23	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Yes on both	Count	5	0	1	0	0	1	7
		% within Q23	71.43%	0.00%	14.29%	0.00%	0.00%	14.29%	100.00%
		% within Business Ownership	1.89%	0.00%	1.79%	0.00%	0.00%	1.20%	1.33%
	None of the above	Count	258	27	55	30	67	82	519
		% within Q23	49.71%	5.20%	10.60%	5.78%	12.91%	15.80%	100.00%
		% within Business Ownership	97.36%	100.00%	98.21%	100.00%	100.00%	98.80%	98.30%
Total	Count	265	27	56	30	67	83	528	
	% within Q23	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q24-While working on a County contract, have you experienced a situation where COUNTY PROJECT STAFF WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
While working on a County contract, have you experienced a situation where COUNTY PROJECT STAFF WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN?	Yes	Count	0	0	0	0	0	0	
		% within Q24	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	No	Count	41	9	12	9	20	27	118
		% within Q24	34.75%	7.63%	10.17%	7.63%	16.95%	22.88%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total	Count	41	9	12	9	20	27	118	
	% within Q24	34.75%	7.63%	10.17%	7.63%	16.95%	22.88%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q26-Does your business have BONDING for the type of work you bid on?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Does your business have	Yes	Count	34	4	17	2	10	18	85
		% within Q26	40.00%	4.71%	20.00%	2.35%	11.76%	21.18%	100.00%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
BONDING for the type of work you bid on?	No - Our line of work does not require bonding	% within Business Ownership	12.83%	14.81%	30.36%	6.67%	14.93%	21.69%	16.10%
		Count	231	23	39	28	57	65	443
		% within Q26	52.14%	5.19%	8.80%	6.32%	12.87%	14.67%	100.00%
		% within Business Ownership	87.17%	85.19%	69.64%	93.33%	85.07%	78.31%	83.90%
Total		Count	265	27	56	30	67	83	528
		% within Q26	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q27-Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of acquiring a bond?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you or your company been treated unfavorably due to your race, ethnicity, or gender with	Yes	Count	2	0	1	0	0	0	3
		% within Q27	66.67%	0.00%	33.33%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	5.88%	0.00%	5.88%	0.00%	0.00%	0.00%	3.53%
	No	Count	32	4	16	2	10	18	82
		% within Q27	39.02%	4.88%	19.51%	2.44%	12.20%	21.95%	100.00%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
discriminatory denial of acquiring a bond?		% within Business Ownership	94.12%	100.00%	94.12%	100.00%	100.00%	100.00%	96.47%
Total		Count	34	4	17	2	10	18	85
		% within Q27	40.00%	4.71%	20.00%	2.35%	11.76%	21.18%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q28-What is your current AGGREGATE (MAXIMUM) BONDING CAPACITY?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
What is your current AGGREGATE (MAXIMUM) BONDING CAPACITY?	Below \$100,000?	Count	0	0	0	0	0	2	2
		% within Q28	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	11.11%	2.35%
	\$100,001 to \$250,000?	Count	2	0	1	0	0	0	3
		% within Q28	66.67%	0.00%	33.33%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	5.88%	0.00%	5.88%	0.00%	0.00%	0.00%	3.53%
	\$250,001 to \$500,000?	Count	3	0	1	0	0	0	4
		% within Q28	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%	100.00%

			Business Ownership					Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	
	% within Business Ownership	8.82%	0.00%	5.88%	0.00%	0.00%	0.00%	4.71%
\$500,001 to \$1 million?	Count	13	1	6	1	2	1	24
	% within Q28	54.17%	4.17%	25.00%	4.17%	8.33%	4.17%	100.00%
	% within Business Ownership	38.24%	25.00%	35.29%	50.00%	20.00%	5.56%	28.24%
\$1 million to \$1.5 million?	Count	5	2	5	1	1	3	17
	% within Q28	29.41%	11.76%	29.41%	5.88%	5.88%	17.65%	100.00%
	% within Business Ownership	14.71%	50.00%	29.41%	50.00%	10.00%	16.67%	20.00%
\$1.5 million to \$3 million?	Count	5	0	1	0	1	1	8
	% within Q28	62.50%	0.00%	12.50%	0.00%	12.50%	12.50%	100.00%
	% within Business Ownership	14.71%	0.00%	5.88%	0.00%	10.00%	5.56%	9.41%
\$3 million to \$5 million?	Count	2	1	1	0	2	3	9
	% within Q28	22.22%	11.11%	11.11%	0.00%	22.22%	33.33%	100.00%
	% within Business Ownership	5.88%	25.00%	5.88%	0.00%	20.00%	16.67%	10.59%
Over \$5 million?	Count	4	0	2	0	4	7	17
	% within Q28	23.53%	0.00%	11.76%	0.00%	23.53%	41.18%	100.00%
	% within Business Ownership	11.76%	0.00%	11.76%	0.00%	40.00%	38.89%	20.00%
Unsure	Count	0	0	0	0	0	1	1

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non Minority Females		Non M/FBE
		% within Q28	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	5.56%	1.18%
Total		Count	34	4	17	2	10	18	85
		% within Q28	40.00%	4.71%	20.00%	2.35%	11.76%	21.18%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q29-Between 2017 and 2022 has your company applied for a LOAN or BUSINESS CREDIT?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non Minority Females		Non M/FBE
Between 2017 and 2022 has your company applied for a LOAN or BUSINESS CREDIT?	Yes	Count	29	2	8	0	4	2	45
		% within Q29	64.44%	4.44%	17.78%	0.00%	8.89%	4.44%	100.00%
		% within Business Ownership	10.94%	7.41%	14.29%	0.00%	5.97%	2.41%	8.52%
	No	Count	233	25	48	30	63	78	477
		% within Q29	48.85%	5.24%	10.06%	6.29%	13.21%	16.35%	100.00%
		% within Business Ownership	87.92%	92.59%	85.71%	100.00%	94.03%	93.98%	90.34%
	Unsure	Count	3	0	0	0	0	3	6
		% within Q29	50.00%	0.00%	0.00%	0.00%	0.00%	50.00%	100.00%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
		% within Business Ownership	1.13%	0.00%	0.00%	0.00%	0.00%	3.61%	1.14%
Total	Count		265	27	56	30	67	83	528
	% within Q29		50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
	% within Business Ownership		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q30-Was your LOAN or CREDIT APPLICATION completely or partially DENIED?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Was your LOAN or CREDIT APPLICATION completely or partially DENIED?	Yes	Count	10	0	2	0	0	12	12
		% within Q30	83.33%	0.00%	16.67%	0.00%	0.00%	100.00%	100.00%
		% within Business Ownership	34.48%	0.00%	25.00%	0.00%	0.00%	26.67%	27.91%
	No	Count	19	2	6	4	2	33	31
		% within Q30	61.29%	6.45%	19.35%	12.90%	6.45%	106.45%	100.00%
		% within Business Ownership	65.52%	100.00%	75.00%	100.00%	100.00%	73.33%	72.09%
Total	Count		29	2	8	4	2	45	43
	% within Q30		67.44%	4.65%	18.60%	9.30%	4.65%	104.65%	100.00%

		Business Ownership						Total
		African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	Non M/FBE	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q31-Do you think your LOAN or CREDIT APPLICATION was completely or partially DENIED because of your race, ethnicity, or gender?

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	Non M/FBE	
Do you think your LOAN or CREDIT APPLICATION was completely or partially DENIED because of your race, ethnicity, or gender?	Yes	Count	6	1	0	0	0	0	7
		% within Q31	85.71%	14.29%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	60.00%	50.00%	0.00%	0.00%	0.00%	0.00%	58.33%
	No	Count	1	1	0	0	0	0	2
		% within Q31	50.00%	50.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	10.00%	50.00%	0.00%	0.00%	0.00%	0.00%	16.67%
	Unsure	Count	0	0	0	0	0	0	0
		% within Q31	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total		Count	10	2	0	0	0	0	12
		% within Q31	83.33%	16.67%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	100.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%

Q32-From the LOAN or CREDIT APPLICATION, were you only approved for a partial amount of what was requested?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
From the LOAN or CREDIT APPLICATION, were you only approved for a partial amount of what was requested?	Yes	Count	1	0	1	0	0	0	2
		% within Q32	50.00%	0.00%	50.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	16.67%	0.00%	100.00%	0.00%	0.00%	0.00%	28.57%
	No	Count	5	0	0	0	0	0	5
		% within Q32	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	83.33%	0.00%	0.00%	0.00%	0.00%	0.00%	71.43%
Total	Count	6	0	1	0	0	0	7	
	% within Q32	85.71%	0.00%	14.29%	0.00%	0.00%	0.00%	100.00%	
	% within Business Ownership	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%	

Q33-Do you think you were only approved for a partial amount of what was requested because of your race, ethnicity, or gender?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Do you think you were only approved for a partial amount of	Yes	Count	1	0	1	0	0	0	2
		% within Q33	50.00%	0.00%	50.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%

			Business Ownership					Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	
what was requested because of your race, ethnicity, or gender?	No	Count	0	0	0	0	0	0
		% within Q33	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Unsure	Count	0	0	0	0	0	0
		% within Q33	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total	Count	1	0	1	0	0	0	2
	% within Q33	50.00%	0.00%	50.00%	0.00%	0.00%	0.00%	100.00%
	% within Business Ownership	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%

Q34-Specify Other: REASON WHY YOU THOUGHT YOUR LOAN MIGHT BE DENIED OR PARTIALLY GRANTED

African American
I think my race was factored in.
Hispanic American or Latino
It was due to my race.

Q35-Do PRIME CONTRACTORS or DIRECT VENDORS who contract with your company on public sector or government projects with M/W/DBE CONTRACT GOALS also solicit your company on projects (private or public) WITHOUT M/W/DBE CONTRACT GOALS?

		Business Ownership						Total	
		African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females	Non M/FBE		
Do PRIME CONTRACTORS or DIRECT VENDORS who contract with your company on public sector or government projects with M/W/DBE CONTRACT GOALS also solicit your company on projects (private or public) WITHOUT M/W/DBE CONTRACT GOALS?	Yes	Count	13	2	7	0	7	1	30
		% within Q35	43.33%	6.67%	23.33%	0.00%	23.33%	3.33%	100.00%
		% within Business Ownership	16.88%	16.67%	38.89%	0.00%	41.18%	7.14%	21.43%
	No	Count	64	10	11	2	10	13	110
		% within Q35	58.18%	9.09%	10.00%	1.82%	9.09%	11.82%	100.00%
		% within Business Ownership	83.12%	83.33%	61.11%	100.00%	58.82%	92.86%	78.57%
Total	Count	77	12	18	2	17	14	140	
	% within Q35	55.00%	8.57%	12.86%	1.43%	12.14%	10.00%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q36-As a PRIME CONTRACTOR or DIRECT VENDOR, do you SOLICIT QUOTES from MINORITY-OWNED WOMEN-OWNED, or DISADVANTAGED-OWNED BUSINESS ENTERPRISES on private (non-governmental) contracts without goals?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
As a PRIME CONTRACTOR or DIRECT VENDOR, do you SOLICIT QUOTES from MINORITY-OWNED WOMEN-OWNED, or DISADVANTAGED-OWNED BUSINESS ENTERPRISES on private (non-governmental) contracts without goals?	Yes	Count	41	2	6	0	6	5	60
		% within Q36	68.33%	3.33%	10.00%	0.00%	10.00%	8.33%	100.00%
		% within Business Ownership	17.08%	9.52%	12.00%	0.00%	10.17%	6.33%	12.55%
	No	Count	192	18	44	29	53	71	407
		% within Q36	47.17%	4.42%	10.81%	7.13%	13.02%	17.44%	100.00%
		% within Business Ownership	80.00%	85.71%	88.00%	100.00%	89.83%	89.87%	85.15%
	Not Applicable - Do Not Work in Private Sector	Count	7	1	0	0	0	3	11
		% within Q36	63.64%	9.09%	0.00%	0.00%	0.00%	27.27%	100.00%
		% within Business Ownership	2.92%	4.76%	0.00%	0.00%	0.00%	3.80%	2.30%
Total	Count	240	21	50	29	59	79	478	
	% within Q36	50.21%	4.39%	10.46%	6.07%	12.34%	16.53%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q37-Have you experienced or observed a situation in which a prime contractor or direct vendor INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTORS on a bid or proposal (to satisfy the "good faith effort" requirements) and then DROPS and/or REPLACES the company as a subcontractor after winning the award for no legitimate reason?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Have you experienced or observed a situation in which a prime contractor or direct vendor INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTORS on a bid or proposal (to satisfy the "good faith effort" requirements) and then DROPS and/or REPLACES the company as a subcontractor after winning the award for no legitimate reason?	Yes	Count	11	2	2	0	2	0	17
		% within Q37	64.71%	11.76%	11.76%	0.00%	11.76%	0.00%	100.00%
		% within Business Ownership	4.15%	7.41%	3.57%	0.00%	2.99%	0.00%	3.22%
	No	Count	254	25	54	30	65	83	511
		% within Q37	49.71%	4.89%	10.57%	5.87%	12.72%	16.24%	100.00%
		% within Business Ownership	95.85%	92.59%	96.43%	100.00%	97.01%	100.00%	96.78%
Total	Count	265	27	56	30	67	83	528	
	% within Q37	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%	
	% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q38-Please describe the situation.

African American or Black
I was added to a contract, and I found out that the prime, that was awarded the contract, awarded the contract to someone else. I never got a notification letting me know that someone else would be doing the work, even though I was the bidder on the contract.
I was asked to partner on a contract as a subcontractor. I gave all the information that was requested, but I was never considered a partner. As soon as they win a bid, it seems like they choose who they want to do the work and ignore the minority-owned businesses. They only offered 10% of the contract instead of 15% or more, if my memory serves me correctly.

African American or Black
It happened to my company. I filled out all the necessary paperwork and was added in to be a part of the contract. Later, we inquired as to what was going on with the contract. I was told they had decided to use another company.
It happened to us. We were able to get the contract. Then time lapsed, so I called them several times but did not get through. I finally went to the job site and found out that another company had been hired and was actively doing the work.
It has not happened to me, but I know of this happening to another company. The prime needed an MBE for the contract, and the prime hired them. The MBE was not contacted for the start date, and the reason was that the project work was given to another company.
It has not happened to me, but I know that my other teaming partners experienced this. They were included on the contract bid, and, once the prime won the contract, my team partners were excluded from getting any work.
My company encountered this several times. I was asked to be a part of the contract, so we submitted all that was requested of us. The prime won the contract, and, after a reasonable waiting period, we contacted them. In the end, we did not get included.
Some of my business competitors that are friends of mine were dropped unexpectedly without notice.
They started the project using my credentials, but they never told me they won. They used somebody else when it was time for the project.
We experienced it once. We were included on a contract that was up for bid, and the prime won it. Later, we found out that they decided not to include us, and the work went to someone else that they knew.
We partnered with a firm to bid on a large federal contract. The firm had us listed as teaming partners, but, once they got awarded the contract, we no longer heard from them, and they said their priorities had shifted.

Asian American
I've witnessed situations where several companies, that had qualified and were included to be part of the job, were never utilized. That percentage of the project was given to another company.
We were asked to participate in a bid in 2015, so we sent all the information that they asked for. The business was awarded the contract. After six months of waiting, we called to inquire about the situation. We discovered we were no longer eligible for this opportunity; we were shut out.

Hispanic American or Latino
I placed the winning bid on a large project, but they gave it to someone else three weeks before I was supposed to start work without telling me. This has occurred multiple times.
It happened in my case. On a project where I was a subcontractor, the general contractor was awarded the contract. They informed us that they had changed the contract and had chosen a different company when we contacted them about the work.

Native American/American Indian

Non Minority Females
It is a common practice, but it is difficult to prove. It's like they throw you the bone to entice you and keep the powers happy at the upper level, but then they don't use you. It happened to us. We never heard anything back; we just saw that they had used another company instead.

Non Minority Females

We would be a part of the projects, and then, when everything was finalized, they didn't need us anymore.

Q39-Between 2017 and 2022 what was the average NUMBER OF EMPLOYEES on your company's payroll, including full-time and part-time staff?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Between 2017 and 2022 what was the average NUMBER OF EMPLOYEES on your company's payroll, including full-time and part-time staff?	None	Count	8	2	3	1	6	2	22
		% within Q39	36.36%	9.09%	13.64%	4.55%	27.27%	9.09%	100.00%
		% within Business Ownership	3.25%	7.69%	5.88%	3.85%	9.68%	3.17%	4.64%
	1- 20 employees	Count	226	21	40	24	46	54	411
		% within Q39	54.99%	5.11%	9.73%	5.84%	11.19%	13.14%	100.00%
		% within Business Ownership	91.87%	80.77%	78.43%	92.31%	74.19%	85.71%	86.71%
	21- 50 employees	Count	22	4	9	2	10	14	61
		% within Q39	36.07%	6.56%	14.75%	3.28%	16.39%	22.95%	100.00%
		% within Business Ownership	8.94%	15.38%	17.65%	7.69%	16.13%	22.22%	12.87%
	51 - 75 employees	Count	4	0	2	2	2	8	18
		% within Q39	22.22%	0.00%	11.11%	11.11%	11.11%	44.44%	100.00%
		% within Business Ownership	1.63%	0.00%	3.92%	7.69%	3.23%	12.70%	3.80%
	76 - 100 employees	Count	3	0	1	1	2	3	10
		% within Q39	30.00%	0.00%	10.00%	10.00%	20.00%	30.00%	100.00%

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
	101 – 300 employees	% within Business Ownership	1.22%	0.00%	1.96%	3.85%	3.23%	4.76%	2.11%
		Count	2	0	1	0	0	2	5
		% within Q39	40.00%	0.00%	20.00%	0.00%	0.00%	40.00%	100.00%
	301 – 500 employees	% within Business Ownership	0.81%	0.00%	1.96%	0.00%	0.00%	3.17%	1.05%
		Count	0	0	0	0	1	0	1
		% within Q39	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%
	500+ employees	% within Business Ownership	0.00%	0.00%	0.00%	0.00%	1.61%	0.00%	0.21%
		Count	265	27	56	30	67	83	528
		% within Q39	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
Total	% within Business Ownership	107.72%	103.85%	109.80%	115.38%	108.06%	131.75%	111.39%	
	Count	246	26	51	26	62	63	474	
	% within Q39	51.90%	5.49%	10.76%	5.49%	13.08%	13.29%	100.00%	
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

Q40-Between 2017 and 2022 what was the average annual revenue of the company?

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
Between 2017 and 2022 what was the average annual revenue of the company?	Up to \$50,000	Count	7	0	0	0	3	0	10
		% within Q40	70.00%	0.00%	0.00%	0.00%	30.00%	0.00%	100.00%
		% within Business Ownership	2.64%	0.00%	0.00%	0.00%	4.48%	0.00%	1.89%
	\$50,001 to \$100,000	Count	26	0	1	2	9	3	41
		% within Q40	63.41%	0.00%	2.44%	4.88%	21.95%	7.32%	100.00%
		% within Business Ownership	9.81%	0.00%	1.79%	6.67%	13.43%	3.61%	7.77%
	\$100,001 to \$300,000	Count	60	3	7	5	10	12	97
		% within Q40	61.86%	3.09%	7.22%	5.15%	10.31%	12.37%	100.00%
		% within Business Ownership	22.64%	11.11%	12.50%	16.67%	14.93%	14.46%	18.37%
	\$300,001 to \$500,000	Count	56	6	11	4	10	10	97
		% within Q40	57.73%	6.19%	11.34%	4.12%	10.31%	10.31%	100.00%
		% within Business Ownership	21.13%	22.22%	19.64%	13.33%	14.93%	12.05%	18.37%
\$500,001 to \$1 million	Count	59	9	18	7	10	12	115	
	% within Q40	51.30%	7.83%	15.65%	6.09%	8.70%	10.43%	100.00%	
	% within Business Ownership	22.26%	33.33%	32.14%	23.33%	14.93%	14.46%	21.78%	
\$1,000,001 to \$3 million	Count	36	5	10	7	13	19	90	
	% within Q40	40.00%	5.56%	11.11%	7.78%	14.44%	21.11%	100.00%	

			Business Ownership					Total	
			African American or Black	Asian American	Hispanic American or Latino	Native American/American Indian	Non Minority Females		Non M/FBE
		% within Business Ownership	13.58%	18.52%	17.86%	23.33%	19.40%	22.89%	17.05%
\$3,000,001 to \$5 million		Count	9	3	2	2	5	6	27
		% within Q40	33.33%	11.11%	7.41%	7.41%	18.52%	22.22%	100.00%
		% within Business Ownership	3.40%	11.11%	3.57%	6.67%	7.46%	7.23%	5.11%
\$5,000,001 to \$10 million		Count	10	0	3	2	3	8	26
		% within Q40	38.46%	0.00%	11.54%	7.69%	11.54%	30.77%	100.00%
		% within Business Ownership	3.77%	0.00%	5.36%	6.67%	4.48%	9.64%	4.92%
Over \$10 million		Count	2	0	3	1	4	11	21
		% within Q40	9.52%	0.00%	14.29%	4.76%	19.05%	52.38%	100.00%
		% within Business Ownership	0.75%	0.00%	5.36%	3.33%	5.97%	13.25%	3.98%
Refuse to Answer		Count	0	1	1	0	0	2	4
		% within Q40	0.00%	25.00%	25.00%	0.00%	0.00%	50.00%	100.00%
		% within Business Ownership	0.00%	3.70%	1.79%	0.00%	0.00%	2.41%	0.76%
Total		Count	265	27	56	30	67	83	528
		% within Q40	50.19%	5.11%	10.61%	5.68%	12.69%	15.72%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Q41-Do you have any additional FEEDBACK or INFORMATION that you would like to share regarding how race, ethnicity, or gender may have affected your business, while working on County contracts, working with prime firms/direct vendors, or working with subcontractors/suppliers? PLEASE BE SPECIFIC. IF YOU DO NOT HAVE ANY FEEDBACK, JUST ENTER 'NONE.'

African American or Black
A few years ago, I submitted a bid for a contract, but I was not hired. Montgomery County is kind of fickle, and that's why I won't ever apply again. I won't even waste my time anymore because they already know who they want to work with and who they will choose. You won't get the contract if you don't know the right people.
As an owner, I've had both favorable and unfavorable results with regard to race. A few of the existing programs have been very helpful for us.
Contractors need to utilize more diversity and make it part of their culture. They should be open to giving opportunities to other companies, instead of just selecting the same ones to get the work.
Hopefully, the information gathered from this study will assist in improving conditions for numerous businesses.
I believe Montgomery County should be more inclusive in order to attract businesses to the DMV, Washington D.C., Maryland, and Virginia areas. Write checks to a large number of small companies, which support the economy. In my instance, I registered in 2005 with Montgomery County Procurement. Nevertheless, as an outsider, I find it challenging to conduct business there due to subsequent county restrictions.
I didn't get the job because it just slipped my mind, and I didn't follow through. I didn't experience any issues.
I didn't receive any negative treatment or barriers, and I didn't see anyone else experience it. I applied but just didn't have the resources to land the contract.
I didn't win the contract, but I don't believe it was due to any barriers. I guess what I had to offer just didn't line up with what they needed.
I have been trying for over 15 years to obtain work with Montgomery County, but I have never received a contract. I got all of my certifications as a MBE, SBE, and DBE. These certifications didn't help either.
I haven't done business with Montgomery County but would love to if they would solicit more minority businesses and provide more opportunities on contracts.
I stopped submitting bids because the County never gave my company the bid. When I spoke to the staff about my issues and concerns about the bidding process, they did not want to expand my business with bidding contracts, and they were very rude.
I wish that Montgomery County would give more opportunities to small businesses. Make the conditions less difficult to obtain financial credit, which would allow us to qualify for contracts.
I won some contracts and was approved for some licenses, but the barriers are definitely there for marginalized groups. They make the application process so difficult, and it's so expensive that you essentially risk capital to participate. They're also not very transparent in the selection process, such as letting you know why you weren't selected or telling you what it would take to be selected.
I would like to be added to the list of contractors to be able to apply for opportunities with Montgomery County.
I've looked at Montgomery County's solicitations, and they seem to be doing a great job. Other than maintaining the status quo, I have no suggestions.
I've noticed that the majority of larger companies consistently get chosen for contracts. Smaller size companies do not, and, if we do, we have to produce high-caliber work compared to the larger firms. Why submit bids with language stating that they are only intended for large companies, when small businesses will inevitably be left out?
I've registered to receive solicitations from Montgomery County for concrete and snowplowing services in 2022. I'm just waiting for an opportunity to work in my field to work for the State as a subcontractor. Could you please email me any more details that I might need to get a job? sr.myers@yahoo.com is my email address. I am the company's owner, Sherome Myers.

African American or Black
Montgomery County needs to improve its system when it comes to notifying contractors on dates to submit bids and apply for contracts. Contractors do not have enough notice and time to submit bids.
No, but it would be nice to know the results of the survey.
Overall, I think that when it comes to the issues within this study, Montgomery County is very exemplary, and I compliment them for their efforts.
Please go to our website and check us out. We've not applied, but, if they need our services, we would love to work with them.
The application process is not clear at all. I started the application process, but no one responded to me promptly for my line of work. We missed the deadline. They are slow to respond about anything. The information was not clear about how to complete it, and no one responded before the application deadline. I needed help with the application.
The issues are out there, but I, personally, have not experienced those disparities with Montgomery County.
There is the network of "good old boys". The projects are going to the same people. If you submit twenty bids, you won't receive a contract, and you won't hear from them. That ought to provide you with sufficient information. You never receive a response from them, nor did you receive a contract. I want them to open up opportunities for other companies. How else can we get Montgomery County to work with us?
There is too much red tape, and the government contracts are not easy for small businesses. They always want us to be subcontractors and never hold the primes accountable. We SBE's have been shut out of contracts for years. They have all these unrealistic expectations. When they do hire me, it's only for minority programs, so the barriers are there. I got a contract job with PNC Bank to work with people in financial trouble, but they wouldn't even approve me for a card. That makes no sense.
They need more training. My discrimination came from the school board in Montgomery County.
We got certified to bid on jobs. The jobs are posted on a Monday and close on that Friday. That's not enough time for small businesses to get their paperwork submitted. They should extend the closing dates to allow small businesses to bid on jobs.
We were strong, we survived, and, despite all those hurdles, we are still in business after 35 years.

Asian American
I don't do business using bids or subcontractors. It does not really apply to me. I haven't worked with local governments because I don't have the resources.
I've applied a few times and just stopped because it put a bad taste in my mouth. They put all these jobs out there with MBE goals in mind, when they know good and well they are going to select the larger prime. I can't compete with the likes of Sysco and US Foods. Everything is all price-driven. When I reach out and ask about where I stand, I never get an answer, so I stopped following up.
We've never had any issues with the Procurement Office or anyone with Montgomery County.

Hispanic American or Latino
I think the survey is sufficient. It is allowing everyone to know what is going on.
Since COVID, we have not been receiving the amount of work required to sustain our small business. The contracts go to the larger businesses. It's been really challenging.

Native American/American Indian

Non Minority Females
As a business owner, you just have to have thick skin, tough it out, make good choices, and avoid those uncomfortable situations as much as possible.
Montgomery County and all surrounding counties need to find a way to bundle their projects and design them to give the small businesses the opportunities to compete. I suggest that, within the various counties, there be a maximum number of times a contractor can hold the contract.
We should all be equal and with no divisions in place. I don't agree with the Minority Business Enterprise (MBE) program, in that regard. With most new businesses, it takes a while to break in with an establishment and build up growth. You have to prove yourself.

Non M/FBE
Disabled-owned companies need to be recognized on their own outside of gender- or ethnicity-owned companies because we are a true minority.
I am currently working with them, but I would like to see more of the type of work I provide and the rate per hour increase. The hourly rate is too low for one to succeed. We are working with low-income families, and they need my services more than anyone. My program works, but I am having to go into my pockets to make it work.
I've worked with the County for over 20 years and have never had any issues.
The County, in our experience, has been open and welcoming. They could provide more incentives and support for all forms of diversity in their business hiring.
We've never had any issues on the job or during the contract phase. I just hate all of the paperwork.



Appendix G

G. In-depth Interview Guide for Businesses

MONTGOMERY COUNTY IN-DEPTH INTERVIEW PHONE SCREENING In-Depth Interview Procedures

Objective(s)

- Ensure that businesses, those who have attempted to do business, or those who have been awarded a contract or subcontract on County projects can freely express their input.
- Document evidence or lack of evidence of discrimination in the marketplace
- Obtain business and demographic information.
- Gather additional information on the effects of race, ethnicity, and gender on businesses' ability to bid and win contracts, acquire capital or bonding, etc.
- This study focuses on minority-, female-, and disabled-owned businesses (MFDs) who conduct business within the Montgomery region.

Work Activities

1. Work with MGT's subconsultant to schedule and conduct in-depth interviews with businesses in the County's marketplace. This includes minority-, female-, and disabled-owned businesses (MFDs) who has attempted to do business or those who have been awarded a contract or subcontract to seek information on the history of marketplace discrimination.
2. MGT will invite businesses from the Master Vendor Database created for the study.
3. MGT will attempt to collect a minimum of 100 completed in-depth interviews.
4. Scheduling for the In-depth interviews will begin in January 2024
5. The in-depth interview questionnaire for the in-depth interview is attached to this document.

Hello. My name is _____ and I am calling on behalf of Montgomery County to speak with businesses that do business or have attempted to do business in Montgomery's marketplace.

Is this _____ (Company's name)? IF THE COMPANY NAME IS VERIFIED, CONTINUE.

Are you the owner or an authorized decision-maker in your company? [IF NO] May I speak with that person? [IF NO, SCHEDULE CALL-BACK]?

IF TRANSFERRED TO ANOTHER PARTY (CFO, MANAGER, ETC): READ INTRO AGAIN then ask: Can you answer questions concerning this company's business experiences? IF YES, CONTINUE.

Montgomery County has commissioned MGT Impact Solutions to conduct a Disparity Study to assess the effects of race, ethnicity, or gender on businesses' ability to bid or win contracts, acquire capital, or obtain bonding in the County's marketplace with a focus on minority-,

female-, and disabled-owned businesses (MFDs) who conduct business within the Montgomery region.

Gathering feedback and input from businesses is one of the most important elements of the study - collecting information from firms in Montgomery County about any discriminatory experiences they have had working in the private and public markets. The results of the study will provide guidance regarding any potential changes to the County's supplier diversity programs.

The interview will last approximately 45 minutes.

When can we schedule your interview to receive your input and recommendations on doing business on County projects or contracts?

Pre-Interview Questions via Qualtrics – Firms that agree to participate in an interview will be provided with a link to complete pre-interview questions. The pre-interview will provide clarity and focus on specific questions for the interviewee.

Survey Introduction

Montgomery County has commissioned MGT Impact Solutions to conduct a Disparity Study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the County does business – both public and private sectors with a focus on minority-, female-, and disabled-owned businesses (MFDs) who conduct business within the Montgomery region. The purpose of this pre-interview questionnaire is to learn more about your firm and streamline the interview questions. Your responses will be aggregated for the overall analysis. Individual information is kept confidential to the extent permitted by law.

Your firm has been selected to participate in an interview to ascertain experiences of discrimination, if any, towards businesses.

The survey and subsequent interview should be completed by the company's Owner, CEO, President, Vice President, or other decision-making authority with in-depth knowledge of the company and its experience in the marketplace. Questions relating to company ownership, discrimination in contracting, and experience in doing business in the County's market in which it does business.

This is a great opportunity for you to provide feedback regarding your experience doing business with or attempting to do business with the County. The survey can be completed in 10 minutes or less.

1. Please provide Company Name
 - a. _____

2. What is your title?
 - a. Owner
 - b. CEO/President
 - c. Vice President

- d. Chief Financial Officer
- e. Chief Operation Officer
- f. Other (What is your official title?)
- g. _____

3. Please provide your name.

a. _____

4. Please provide your email address.

a. _____

5. Please provide a phone number we can reach you at to follow up with you on your survey responses and conduct the interview.

a. _____

6. Is at least 51 percent of your company owned, managed, and controlled by a woman or women?

- a. Yes
- b. No

7. Is at least 51 percent of your company owned, managed, and controlled by a person with a disability?

- a. Yes
- b. No

8. Is at least 51 percent of your company owned, managed, and controlled by a person or people of one of the following racial or ethnic group(s)?

- a. African American
- b. Asian American
- c. Caucasian/White (non-Hispanic)
- d. Hispanic American or Latino
- e. Native American/American Indian
- f. Pacific Islander
- g. Other - (Please specify the race or ethnicity of the owner(s)/manager(s): _____

9. What is the highest level of education completed by the primary owner of your company?

- a. Some high school
- b. High school graduate
- c. Trade or technical education
- d. Associate Degree (AA, AS, etc.)
- e. Bachelor's Degree (BA, BS, etc.)
- f. Graduate or Professional Degree (MA, PhD, JD, etc.)
- g. Don't know

10. What is your company's primary line of business?

- a. Construction
- b. Professional Services
- c. Other Services

- d. Goods
- e. Other Please explain your company's primary line of business.
- f. _____

11. What is the age of the company?

- a. 0-2 years
- b. 3-5 years
- c. 6-10 years
- d. 11-15 years
- e. 16-20 years
- f. 21+ years

12. What is the average annual revenue of the company?

- a. Up to \$50,000
- b. \$50,001 to \$100,000
- c. \$100,001 to \$300,000
- d. \$300,001 to \$500,000
- e. \$500,001 to \$1 Million
- f. \$1,000,001 to \$3 Million
- g. \$3,000,001 to \$5 Million
- h. \$5,000,001 to \$10 Million
- i. More than \$10 Million

13. Does your business work primarily as a Prime Contractor/Direct Vendor, Subcontractor/Supplier, or Both?

- a. A prime
- b. A subcontractor
- c. Both

14. Have you or your company been treated unfavorably due to your race, ethnicity, or gender because **there is an informal network of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks** e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

15. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **in business practices such as price discrimination by suppliers** e.g., higher prices for minority-, female-, or disabled-owned businesses?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3

None of the above 4

16. Have you or your company experienced **discrimination due to your race, ethnicity, or gender with bid shopping** e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

17. Have you or your company experienced discrimination due to your race, ethnicity, or gender **while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage?**

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

18. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with double standards in measuring performance, or during inspections of your work** e.g., inspectors unfavorably targeting minority-, female-, or disabled-owned businesses while not holding non-minority firms to the same standard?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

19. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc.** e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

20. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with discriminatory denial of the opportunity to bid** e.g., not being allowed to bid because of your race, ethnicity, or gender?

[REQUEST ANSWER]

- Yes on a government contract 1
- Yes on non-government contract 2
- Yes on both 3
- None of the above 4

Thank you. We look forward to speaking with you during your interview.

DAY OF IN-DEPTH INTERVIEW

Introduction

Thank you for agreeing to participate. Your input is very important to the outcome of the Disparity Study. Your responses to this interview will be aggregated for the overall analysis and used only for this research study. Individual information or identifying characteristics of your company will not be published.

If you have any questions regarding the disparity study or this interview, I will be happy to provide you with the contact information of the MGT representative at the end of the interview.

By participating in this interview, you acknowledge that:

- The opinions and perceptions you will provide are given freely and represent an accurate reflection of your experience doing business or attempting to do business with the County.
- You have not been coerced or received any remuneration for your comments.
- You understand that neither your name nor your firm's name will be published in the report.
- Your participation in this interview has no direct benefit to your firm or to MGT.

Thank you for your participation!

In-Depth Interview Questionnaire

1. First, please tell me about your company. Tell me about the type of work you do, etc.
2. Have you experienced discrimination when trying to work or working on County contracts?
 - a. *If yes, please tell me about what happened and by whom.*
3. Tell me about your experience bidding on County projects or contracts. Have you won?
 - a. *If not, why do you think you were not awarded the project?*
 - b. *Do you feel it was due to race/ethnicity/gender?*
4. Did you experience discrimination when you were working on a project or contract?
 - a. *If so, please tell me what happened.*
5. Have you applied for credit in the last year?
 - a. *If, yes, why did you apply for a loan?*
 - b. *If, yes, were you approved? Did you receive the full amount requested?*

- c. *If you were not approved, why do you think that is? Was it due to discrimination based on race/ethnicity/gender?*

6. Have you experienced discrimination when bidding, trying to work, or working on contracts or subcontracts with other public entities or agencies?

- a. *If yes, please explain what happened.*
b. *Explain the extent of discrimination experienced and the impact it had on you.*
c. *Please also describe the types of individuals who caused the discrimination – for instance, were they County employees? Employees of a prime contractor? A subcontractor? Individuals involved in bonding or financing? Suppliers?*
d. *Do you believe your experience was due to your race, ethnicity, or gender??*

7. In your industry, do you believe there is an “*informal network*” of individuals, prime contractors, subcontractors, or other businesses that make it more difficult for you to do business?

- a. *If yes, please give examples of how this occurs.*

8. Have you experienced discrimination when bidding, trying to work, or working on private (non-government) projects?

- a. *If yes, please explain what happened.*
b. *Explain the extent of discrimination experienced and the impact it had on you.*
c. *Please also describe the types of individuals who caused the discrimination (For instance, were the individuals County employees? Employees of a prime contractor? A subcontractor? Individuals involved in bonding or financing? Suppliers?*
d. *Do you believe your experience was due to your race, ethnicity, or gender?*

FOR PRIMES:

9. How do you hire firms as subcontractors on projects without MWBE goals?

FOR SUBS:

10. Do primes who solicit bids from you on their public projects solicit bids from you for their private contract work?

- a. If no, why do you think that is?

This concludes the interview. On behalf of the County, thank you for your participation.

If you have any questions or would like more information about the Disparity study, please contact us via email at Montgomerycountymddisparitystudy@mgtconsulting.com or visit www.Montgomerycountymddisparitystudy.com.

DRAFT

Appendix H

H. In-depth Interview Guide for Professional Organizations

Montgomery County, Maryland Professional Organizations Interview Guide

Introduction

Hello, my name is _____ and I am calling on behalf of Montgomery County, Maryland to gather input from area trade associations and business organizations concerning the business climate in the County's marketplace regarding minority, women, and small businesses. MGT Impact Solutions is conducting a disparity study on the effects of race, ethnicity, and gender on businesses' ability to do business in the County's marketplace - both public and private, to acquire capital or bonding with a focus on minority-, female-, and disabled-owned businesses (MFDs) who conduct business within the Montgomery region. It is also important to include information from the local professional organizations that serve the business community.

Your organization has been selected to participate in an in-depth interview to share information about 1) services you provide to your members or the general business community, 2) your relationship or interactions with the County, 3) issues or concerns held by your organization or your members regarding doing business or attempting to do business with the County or their primes, and 4) suggested recommendations to improve the County's procurement process that would include the outreach and contracting with small, women-owned, minority-owned, and disabled-owned businesses (MFDs).

I'd like to schedule a date and time to talk with you to conduct this very important interview. The meeting should last about an hour. When can we schedule your interview?

Name of Organization: _____	Industry Type: _____
Date of Confirmation Call: _____	Interview Date: _____

Thank you for scheduling time to provide your input on this very important study. To learn more about the County's disparity study, we invite you to visit www.Montgomerycountymddisparitystudy.com.

Date of Interview _____

Interviewer's Name _____

Interviewee Information	
Organization Name	
Interviewee Name	
Interviewee Title	
Interviewee Phone #	
Interviewee Email	
Type of Organization	

1. Please describe your organization's mission and strategic objectives.
2. What discriminatory barriers do you feel your constituents or members face when doing business or trying to do business with Arlington, their primes, or in the County's marketplace?
PROMPT: are your members facing discrimination in bonding, acquiring capital, bid shopping, predatory pricing, etc ?
3. In the industry your organization represents, does discrimination affect entry into self-employment?
4. Do you believe that small, women-owned, minority-owned, or service-disabled veteran-owned businesses firms face greater challenges to operating and being competitive than non-minority, non-women-owned, etc. firms? (*Receiving and maintaining insurance, bonding, and financing, cost of materials, etc.*)
 - a. Please tell me more about that.
5. What do you consider to most interfere with your constituents or member's ability to do business in the **private sector**? (*Barriers to doing business, such as licensing, an informal network, financing, etc.*)
 - a. Is it because of race/ethnicity/gender?
6. Would you recommend any of your constituents or members we should speak with regarding their experiences doing business or attempting to do business on Montgomery County, Maryland contracts?

7. Are there any other issues that you think are important for the study to address?
 - a. Why is the issue significant?

On behalf of Montgomery County, Maryland, thank you for your participation in this interview. If you have any questions or would like more information about the Disparity study, please contact us via email at Montgomerycountymddisparitystudy@mgtconsulting.com or visit www.Montgomerycountymddisparitystudy.com.

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Appendix I

I. List of Professional Organizations

ORGANIZATION	INTERVIEWED
African-American Chamber of Commerce of Montgomery County	YES
Asian American Chamber of Commerce	YES
Bethesda Green	YES
Business Advancement Team	YES
Business Solutions Group/ County Executive's Office	YES
Capital Region Minority Supplier Development Council	YES
Gaithersburg-Germantown Chamber of Commerce	YES
Greater Silver Spring Chamber of Commerce	YES
Greater Washington Hispanic Chamber of Commerce	YES
Hispanic Chamber of Commerce Montgomery County	YES
Maryland Black Chamber of Commerce	YES
Maryland Hispanic Chamber of Commerce	YES
Maryland Washington Minority Companies Association	YES
Maryland Washington Minority Companies Association, Inc.	YES
Maryland Women's Business Center	YES
Montgomery County Chamber	YES
Montgomery County Economic Development Corporation (MCEDC)	YES
Montgomery County Public Libraries, Central Business Team	YES
Montgomery County Small Business Association	YES
Non-Profit Montgomery	YES
Poolesville Chamber of Commerce	YES
ProBiz	YES
Rockville Chamber of Commerce	YES
The Greater Bethesda Chamber of Commerce	YES
Women's Business Enterprise Council	YES
Worksource Montgomery	YES
The Woman's Club Of Bethesda	YES
Black Business Council of Montgomery County	YES



Appendix J

J.Private Sector Analysis In-Depth Results - (PUMS) Regression Analysis

Results of Linear Regression- Individual Wages

TABLE J-1.
LINEAR REGRESSION INDIVIDUAL WAGES
MONTGOMERY COUNTY, MD MARKETPLACE
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.343 (0.00)	-0.353 (0.00)	-0.353 (0.00)
HISPANIC AMERICAN	-0.240 (0.00)	-0.241 (0.00)	-0.241 (0.00)
ASIAN AMERICAN	-0.265 (0.00)	-0.261 (0.00)	-0.261 (0.00)
NATIVE AMERICAN	-0.244 (0.00)	-0.247 (0.00)	-0.246 (0.00)
OTHER	-0.327 (0.00)	-0.335 (0.00)	-0.335 (0.00)
WHITE FEMALE	-0.496 (0.00)	-0.500 (0.00)	-0.500 (0.00)
Age	0.180 (0.00)	0.180 (0.00)	0.180 (0.00)
Age²	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
MONTGOMERY	-0.021 (0.006)	0.068 (0.00)	-0.022 (0.005)
MONTGOMERY*AFRICAN AMERICAN		0.116 (0.00)	0.116 (0.00)
MONTGOMERY* HISPANIC AMERICAN		0.014 (0.041)	0.014 (0.040)
MONTGOMERY*ASIAN AMERICAN		0.000 (0.998)	
MONTGOMERY*NATIVE AMERICAN		0.078 (0.326)	
MONTGOMERY*OTHER		0.069 (0.020)	0.069 (0.020)
MONTGOMERY*WHITE FEMALE		0.087 (0.00)	0.087 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-2.
LINEAR REGRESSION INDIVIDUAL WAGES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.284 (0.00)	-0.296 (0.00)	-0.296 (0.00)
HISPANIC AMERICAN	-0.108 (0.00)	-0.108 (0.00)	-0.108 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.193 (0.00)	-0.193 (0.00)
NATIVE AMERICAN	-0.156 (0.00)	-0.156 (0.00)	-0.157 (0.00)
OTHER	-0.206 (0.00)	-0.186 (0.00)	-0.204 (0.00)
WHITE FEMALE	-0.446 (0.00)	-0.449 (0.00)	-0.449 (0.00)
Age	0.129 (0.00)	0.129 (0.00)	0.129 (0.00)
Age²	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
MONTGOMERY	0.005 (0.857)	0.004 (0.890)	0.004 (0.890)
MONTGOMERY*AFRICAN AMERICAN		0.135 (0.00)	0.135 (0.00)
MONTGOMERY* HISPANIC AMERICAN		0.000 (0.999)	
MONTGOMERY*ASIAN AMERICAN		-0.124 (0.00)	-0.123 (0.001)
MONTGOMERY*NATIVE AMERICAN		-0.165 (0.552)	
MONTGOMERY*OTHER		-0.119 (0.312)	
MONTGOMERY*WHITE FEMALE		0.092 (0.001)	0.092 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-3.
LINEAR REGRESSION INDIVIDUAL WAGES
MONTGOMERY COUNTY, MD MARKETPLACE
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.184 (0.00)	-0.186 (0.00)	-0.184 (0.00)
HISPANIC AMERICAN	-0.144 (0.00)	-0.144 (0.00)	-0.145 (0.00)
ASIAN AMERICAN	-0.157 (0.00)	-0.161 (0.00)	-0.158 (0.00)
NATIVE AMERICAN	-0.268 (0.00)	-0.268 (0.00)	-0.267 (0.00)
OTHER	-0.115 (0.150)	-0.096 (0.242)	-0.114 (0.151)
WHITE FEMALE	-0.405 (0.00)	-0.401 (0.00)	-0.401 (0.00)
Age	0.154 (0.00)	0.154 (0.00)	0.154 (0.00)
Age²	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
MONTGOMERY	-0.043 (0.299)	-0.043 (0.299)	-0.043 (0.298)
MONTGOMERY*AFRICAN AMERICAN		0.028 (0.719)	
MONTGOMERY* HISPANIC AMERICAN		-0.005 (0.926)	
MONTGOMERY*ASIAN AMERICAN		0.028 (0.542)	
MONTGOMERY*NATIVE AMERICAN		0.196 (0.814)	
MONTGOMERY*OTHER		-0.368 (0.291)	
MONTGOMERY*WHITE FEMALE		-0.088 (0.321)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-4.
LINEAR REGRESSION INDIVIDUAL WAGES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.350 (0.00)	-0.360 (0.00)	-0.360 (0.00)
HISPANIC AMERICAN	-0.322 (0.00)	-0.327 (0.00)	-0.327 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.218 (0.00)	-0.218 (0.00)
NATIVE AMERICAN	-0.262 (0.00)	-0.264 (0.00)	-0.265 (0.00)
OTHER	-0.345 (0.00)	-0.363 (0.00)	-0.363 (0.00)
WHITE FEMALE	-0.410 (0.00)	-0.412 (0.00)	-0.412 (0.00)
Age	0.150 (0.00)	0.150 (0.00)	0.150 (0.00)
Age ²	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
MONTGOMERY	0.022 (0.054)	0.022 (0.056)	0.022 (0.56)
MONTGOMERY*AFRICAN AMERICAN		0.097 (0.00)	0.097 (0.00)
MONTGOMERY* HISPANIC AMERICAN		0.065 (0.00)	0.066 (0.00)
MONTGOMERY*ASIAN AMERICAN		0.034 (0.00)	0.034 (0.00)
MONTGOMERY*NATIVE AMERICAN		-0.074 (0.541)	
MONTGOMERY*OTHER		0.117 (0.011)	0.117 (0.011)
MONTGOMERY*WHITE FEMALE		0.034 (0.00)	0.035 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-5.
LINEAR REGRESSION INDIVIDUAL WAGES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.337 (0.00)	-0.341 (0.00)	-0.341 (0.00)
HISPANIC AMERICAN	-0.221 (0.00)	-0.220 (0.00)	-0.220 (0.00)
ASIAN AMERICAN	-0.342 (0.00)	-0.334 (0.00)	-0.334 (0.00)
NATIVE AMERICAN	-0.253 (0.00)	-0.255 (0.00)	-0.254 (0.00)
OTHER	-0.321 (0.00)	-0.325 (0.00)	-0.318 (0.00)
WHITE FEMALE	-0.514 (0.00)	-0.519 (0.00)	-0.519 (0.00)
Age	0.181 (0.00)	0.182 (0.00)	0.181 (0.00)
Age²	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
MONTGOMERY	-0.103 (0.00)	-0.103 (0.00)	-0.103 (0.00)
MONTGOMERY*AFRICAN AMERICAN		0.060 (0.001)	0.063 (0.001)
MONTGOMERY* HISPANIC AMERICAN		-0.006 (0.689)	
MONTGOMERY*ASIAN AMERICAN		-0.033 (0.030)	-0.036 (0.018)
MONTGOMERY*NATIVE AMERICAN		0.141 (0.456)	
MONTGOMERY*OTHER		0.045 (0.508)	
MONTGOMERY*WHITE FEMALE		0.127 (0.00)	0.123 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

Results of Linear Regression-Business Owner's Earnings

TABLE J-6.
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS
MONTGOMERY COUNTY, MD MARKETPLACE
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.172 (0.00)	-0.166 (0.00)	-0.167 (0.00)
HISPANIC AMERICAN	-0.183 (0.00)	-0.183 (0.00)	-0.183 (0.00)
ASIAN AMERICAN	-0.206 (0.00)	-0.207 (0.00)	-0.208 (0.00)
NATIVE AMERICAN	-0.170 (0.00)	-0.169 (0.00)	-0.169 (0.00)
OTHER	-0.160 (0.00)	-0.158 (0.00)	-0.162 (0.00)
WHITE FEMALE	-0.172 (0.00)	-0.169 (0.00)	-0.169 (0.00)
Age	0.008 (0.00)	0.008 (0.00)	0.008 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	0.031 (0.026)	0.031 (0.025)	0.031 (0.025)
MONTGOMERY*AFRICAN AMERICAN		-0.070 (0.00)	-0.068 (0.00)
MONTGOMERY* HISPANIC AMERICAN		-0.009 (0.438)	
MONTGOMERY*ASIAN AMERICAN		-0.011 (0.340)	
MONTGOMERY*NATIVE AMERICAN		0.069 (0.628)	
MONTGOMERY*OTHER		-0.023 (0.671)	
MONTGOMERY*WHITE FEMALE		-0.056 (0.00)	-0.054 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-7.
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.173 (0.00)	-0.160 (0.00)	-0.160 (0.00)
HISPANIC AMERICAN	-0.194 (0.00)	-0.197 (0.003)	-0.195 (0.00)
ASIAN AMERICAN	-0.236 (0.00)	-0.223 (0.193)	-0.240 (0.00)
NATIVE AMERICAN	-0.221 (0.00)	-0.220 (0.002)	-0.220 (0.00)
OTHER	-0.215 (0.030)	-0.168 (0.118)	-0.217 (0.028)
WHITE FEMALE	-0.280 (0.00)	-0.273 (0.00)	-0.277 (0.00)
Age	0.019 (0.00)	0.018 (0.00)	0.019 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	0.087 (0.187)	0.087 (0.186)	0.087 (0.185)
MONTGOMERY*AFRICAN AMERICAN		-0.149 (0.051)	-0.149 (0.051)
MONTGOMERY* HISPANIC AMERICAN		0.048 (0.377)	
MONTGOMERY*ASIAN AMERICAN		-0.100 (0.223)	
MONTGOMERY*NATIVE AMERICAN		0.009 (0.989)	
MONTGOMERY*OTHER		-0.320 (0.243)	
MONTGOMERY*WHITE FEMALE		-0.187 (0.004)	-0.185 (0.004)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-8.
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS
MONTGOMERY COUNTY, MD MARKETPLACE
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.185 (0.001)	-0.176 (0.001)	-0.185 (0.001)
HISPANIC AMERICAN	-0.124 (0.002)	-0.126 (0.002)	-0.125 (0.001)
ASIAN AMERICAN	-0.226 (0.00)	-0.246 (0.00)	-0.245 (0.00)
NATIVE AMERICAN	-0.003 (0.987)	0.002 (0.993)	-0.004 (0.982)
OTHER	0.061 (0.776)	-0.074 (0.773)	0.060 (0.778)
WHITE FEMALE	-0.163 (0.00)	-0.165 (0.00)	-0.163 (0.00)
Age	0.014 (0.002)	0.014 (0.002)	0.014 (0.002)
Age²	0.000 (0.579)	0.000 (0.583)	0.000 (0.578)
MONTGOMERY	0.037 (0.736)	0.038 (0.728)	0.038 (0.728)
MONTGOMERY*AFRICAN AMERICAN		-0.124 (0.547)	
MONTGOMERY* HISPANIC AMERICAN		0.011 (0.943)	
MONTGOMERY*ASIAN AMERICAN		0.193 (0.122)	0.184 (0.135)
MONTGOMERY*NATIVE AMERICAN		-0.915 (0.681)	
MONTGOMERY*OTHER		2.399 (0.999)	
MONTGOMERY*WHITE FEMALE		0.052 (0.609)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-9.
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.302 (0.00)	-0.298 (0.00)	-0.298 (0.00)
HISPANIC AMERICAN	-0.291 (0.00)	-0.291 (0.00)	-0.291 (0.00)
ASIAN AMERICAN	-0.305 (0.00)	-0.307 (0.00)	-0.307 (0.00)
NATIVE AMERICAN	-0.293 (0.00)	-0.292 (0.00)	-0.291 (0.00)
OTHER	-0.301 (0.00)	-0.296 (0.00)	-0.302 (0.00)
WHITE FEMALE	-0.310 (0.00)	-0.308 (0.00)	-0.308 (0.00)
Age	0.002 (0.002)	0.002 (0.002)	0.002 (0.002)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	-0.049 (0.034)	-0.048 (0.035)	0.086 (0.00)
MONTGOMERY*AFRICAN AMERICAN		-0.041 (0.045)	-0.041 (0.045)
MONTGOMERY* HISPANIC AMERICAN		-0.001 (0.953)	
MONTGOMERY*ASIAN AMERICAN		0.001 (0.958)	
MONTGOMERY*NATIVE AMERICAN		0.060 (0.803)	
MONTGOMERY*OTHER		-0.037 (0.658)	
MONTGOMERY*WHITE FEMALE		-0.043 (0.00)	-0.043 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-10.
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.138 (0.00)	-0.138 (0.00)	-0.138 (0.00)
HISPANIC AMERICAN	-0.172 (0.00)	-0.174 (0.00)	-0.174 (0.00)
ASIAN AMERICAN	-0.153 (0.00)	-0.156 (0.00)	-0.153 (0.00)
NATIVE AMERICAN	-0.102 (0.00)	-0.104 (0.00)	-0.102 (0.00)
OTHER	-0.125 (0.00)	-0.135 (0.001)	-0.125 (0.001)
WHITE FEMALE	-0.147 (0.00)	-0.147 (0.00)	-0.147 (0.00)
Age	0.007 (0.00)	0.007 (0.00)	0.007 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	0.019 (0.575)	0.019 (0.564)	0.019 (0.571)
MONTGOMERY*AFRICAN AMERICAN		-0.011 (0.704)	
MONTGOMERY* HISPANIC AMERICAN		0.046 (0.060)	0.045 (0.064)
MONTGOMERY*ASIAN AMERICAN		0.026 (0.285)	
MONTGOMERY*NATIVE AMERICAN		0.291 (0.335)	
MONTGOMERY*OTHER		0.072 (0.509)	
MONTGOMERY*WHITE FEMALE		-0.003 (0.884)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

Results of Logistics Regression-Formation Rates

TABLE J-11.
LOGISTIC REGRESSION FORMATION RATES
MONTGOMERY COUNTY, MD MARKETPLACE
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.690 (0.00)	-0.661 (0.00)	-0.661 (0.00)
HISPANIC AMERICAN	-0.556 (0.00)	-0.553 (0.00)	-0.553 (0.00)
ASIAN AMERICAN	-0.419 (0.00)	-0.428 (0.00)	-0.426 (0.00)
NATIVE AMERICAN	-0.644 (0.00)	-0.643 (0.00)	-0.640 (0.00)
OTHER	-0.258 (0.00)	-0.214 (0.00)	-0.214 (0.00)
WHITE FEMALE	-0.466 (0.00)	-0.456 (0.00)	-0.456 (0.00)
Age	0.070 (0.00)	0.070 (0.00)	0.070 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	-0.060 (0.050)	-0.059 (0.055)	-0.059 (0.054)
MONTGOMERY*AFRICAN AMERICAN		-0.335 (0.00)	-0.337 (0.00)
MONTGOMERY* HISPANIC AMERICAN		-0.069 (0.028)	-0.071 (0.00)
MONTGOMERY*ASIAN AMERICAN		0.011 (0.647)	
MONTGOMERY*NATIVE AMERICAN		0.322 (0.383)	
MONTGOMERY*OTHER		-0.317 (0.015)	-0.318 (0.015)
MONTGOMERY*WHITE FEMALE		-0.195 (0.00)	-0.196 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-12.
LOGISTIC REGRESSION FORMATION RATES
MONTGOMERY COUNTY, MD MARKETPLACE
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.513 (0.00)	-0.470 (0.00)	-0.469 (0.00)
HISPANIC AMERICAN	-0.526 (0.00)	-0.536 (0.00)	-0.529 (0.00)
ASIAN AMERICAN	-0.462 (0.00)	-0.478 (0.00)	-0.471 (0.00)
NATIVE AMERICAN	-0.616 (0.00)	-0.618 (0.00)	-0.613 (0.00)
OTHER	0.096 (0.461)	0.142 (0.314)	0.090 (0.489)
WHITE FEMALE	-0.355 (0.00)	-0.341 (0.00)	-0.341 (0.00)
Age	0.097 (0.00)	0.097 (0.00)	0.097 (0.00)
Age²	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
MONTGOMERY	0.251 (0.004)	0.253 (0.004)	0.252 (0.004)
MONTGOMERY*AFRICAN AMERICAN		-0.465 (0.001)	-0.472 (0.00)
MONTGOMERY* HISPANIC AMERICAN		0.108 (0.192)	
MONTGOMERY*ASIAN AMERICAN		0.034 (0.760)	
MONTGOMERY*NATIVE AMERICAN		0.820 (0.443)	
MONTGOMERY*OTHER		-0.321 (0.382)	
MONTGOMERY*WHITE FEMALE		-0.369 (0.00)	-0.379 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-13.
LOGISTIC REGRESSION FORMATION RATES
MONTGOMERY COUNTY, MD MARKETPLACE
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.368 (0.001)	-0.391 (0.00)	-0.391 (0.00)
HISPANIC AMERICAN	-0.120 (0.083)	-0.125 (0.081)	-0.125 (0.081)
ASIAN AMERICAN	-0.438 (0.00)	-0.424 (0.00)	-0.424 (0.00)
NATIVE AMERICAN	-0.079 (0.815)	-0.069 (0.838)	-0.069 (0.838)
OTHER	0.103 (0.738)	0.146 (0.638)	0.146 (0.638)
WHITE FEMALE	-0.388 (0.00)	-0.387 (0.00)	-0.387 (0.00)
Age	0.105 (0.00)	0.105 (0.00)	0.105 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	0.159 (0.426)	0.159 (0.427)	0.159 (0.427)
MONTGOMERY*AFRICAN AMERICAN		0.306 (0.420)	
MONTGOMERY* HISPANIC AMERICAN		0.081 (0.784)	
MONTGOMERY*ASIAN AMERICAN		-0.122 (0.589)	
MONTGOMERY*NATIVE AMERICAN		-18.950 (1.000)	
MONTGOMERY*OTHER		-18.632 (0.999)	
MONTGOMERY*WHITE FEMALE		-0.016 (0.923)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-14.
LOGISTIC REGRESSION FORMATION RATES
MONTGOMERY COUNTY, MD MARKETPLACE
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.962 (0.00)	-0.954 (0.00)	-0.954 (0.00)
HISPANIC AMERICAN	-0.679 (0.00)	-0.674 (0.00)	-0.674 (0.00)
ASIAN AMERICAN	-0.665 (0.00)	-0.674 (0.00)	-0.674 (0.00)
NATIVE AMERICAN	-0.910 (0.00)	-0.907 (0.001)	-0.910 0.001
OTHER	-0.504 (0.00)	-0.492 (0.00)	-0.504 (0.00)
WHITE FEMALE	-0.851 (0.00)	-0.853 (0.00)	-0.851 (0.00)
Age	0.056 (0.00)	0.056 (0.00)	0.056 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	-0.325 (0.00)	-0.324 (0.00)	-0.324 (0.00)
MONTGOMERY*AFRICAN AMERICAN		-0.088 (0.147)	-0.092 (0.143)
MONTGOMERY* HISPANIC AMERICAN		-0.089 (0.137)	-0.094 (0.139)
MONTGOMERY*ASIAN AMERICAN		0.062 (0.138)	0.056 (0.133)
MONTGOMERY*NATIVE AMERICAN		-0.407 (0.691)	
MONTGOMERY*OTHER		-0.080 (0.783)	
MONTGOMERY*WHITE FEMALE		0.020 (0.513)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE J-15.
LOGISTIC REGRESSION FORMATION RATES
MONTGOMERY COUNTY, MD MARKETPLACE
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.969 (0.00)	-0.960 (0.00)	-0.970 (0.00)
HISPANIC AMERICAN	-0.770 (0.00)	-0.768 (0.00)	-0.770 (0.00)
ASIAN AMERICAN	-0.291 (0.00)	-0.303 (0.00)	-0.298 (0.00)
NATIVE AMERICAN	-0.469 (0.00)	-0.483 (0.00)	-0.483 (0.00)
OTHER	-0.531 (0.00)	-0.514 (0.00)	-0.538 (0.00)
WHITE FEMALE	-0.345 (0.00)	-0.330 (0.00)	-0.330 (0.00)
Age	0.047 (0.00)	0.047 (0.00)	0.047 (0.00)
Age²	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
MONTGOMERY	-0.133 (0.143)	-0.134 (0.141)	-0.135 (0.139)
MONTGOMERY*AFRICAN AMERICAN		-0.108 (0.381)	
MONTGOMERY* HISPANIC AMERICAN		-0.047 (0.547)	
MONTGOMERY*ASIAN AMERICAN		0.033 (0.556)	
MONTGOMERY*NATIVE AMERICAN		1.028 (0.075)	1.032 (0.074)
MONTGOMERY*OTHER		-0.124 (0.702)	
MONTGOMERY*WHITE FEMALE		-0.328 (0.000)	-0.328 (0.000)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.