



MARTIN O'MALLEY
Governor

ZENITA WICKHAM HURLEY
Special Secretary

ANTHONY G. BROWN
Lieutenant Governor

2012 Public Participation Survey and Meetings Regarding the Overall Goal for the State's Minority Business Enterprise (MBE) Program

In establishing the overall goal for the State's MBE Program, the Governor's Office of Minority Affairs (GOMA) is seeking public participation by consulting with MBE Program stakeholders, including but not limited to minority, women's and general contractor groups and community organizations that may have information concerning:

- the availability of minority- and women-owned businesses;
- the effects of discrimination on opportunities for minority- and women-owned businesses; and
- the State's operation of the MBE Program.

There are two ways that you can participate. First, you can complete the attached Survey and mail it to **GOMA, 6 Saint Paul Street, Baltimore, Maryland 21202** by July 13, 2012. Second, you can participate by attending one of the meetings hosted by GOMA on **Thursday, July 12th** at the times and location indicated below.

July 12, 2012	Location
Morning 10:00 AM to 11:30 AM	Maryland Judiciary Center 2011D Commerce Park Drive
Afternoon 2:00 PM to 3:30 PM	Annapolis, Maryland 21401

Please note that you may complete the Survey, attend one of the July 12th meetings, or both. However, you must **RSVP to GOMA at 410-767-8232 or MBEgoal@mdminoritybusiness.com by July 6, 2012 in order to attend a meeting.**

This is an excellent opportunity for you to make your views known. We value your participation, and look forward to hearing from you.

Sincerely,

Zenita Wickham Hurley
Special Secretary



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2012 Public Participation Survey Regarding Overall Goal for the Minority Business Enterprise (MBE) Program

The following survey is voluntary and may be completed anonymously. It seeks input, pursuant to the consultation requirements under State Finance & Procurement Article 14-302(a)(1)(iv)(2), from minority, women's and general contractor groups and community organizations that may have knowledge about the availability of minority- and women-owned businesses, the effects of discrimination on opportunities for minority- and women-owned businesses, and the operation of the State's MBE Program.

1. How many years has your firm been in business? _____

2. Type of work your firm primarily performs (circle one):
 - a. **Building Construction** – e.g., general contracting for construction of residential, industrial, commercial or other buildings and alteration, repair and renovation.
 - b. **Heavy Construction** – e.g., highways, streets, bridges, tunnels, sewers, railroads.
 - c. **Construction Related Services** – e.g., testing, surveying, construction management, inspection, estimating, environmental, interior design.
 - d. **Trade or Subcontractors** – e.g., HVAC, painting, electrical, masonry, carpentry, roofing, excavation, hauling.
 - e. **A&E Services** – e.g., architectural services and structural, civil, mechanical, electrical, other engineering services.
 - f. **Commodities** – e.g., equipment, materials, supplies, printing, publishing, vehicles, groceries, airport concessions retail.
 - g. **Information Technology** – e.g., hardware/software, programming, systems design, data processing, technical support and consulting, maintenance and repair.
 - h. **Maintenance Services** – includes any work necessary for the continued operation or upkeep of facilities, structures, buildings, building systems, and grounds, e.g., building cleaning and maintenance services, groundskeeping services.
 - i. **Other Services** – e.g., financial, insurance, real estate, health, legal, transportation, social, educational, professional, food service, airport concessions services. Does not include maintenance services, A/E services, or construction related services.
 - j. **Other** (please specify) _____

3. Is your firm at least 51% owned and controlled by a racial/ethnic minority and/or female?
(Yes or No) _____

4. Is your firm a certified MBE? (Yes or No) _____

5. If your firm is a certified MBE, have you ever been asked to provide a quote for subcontracting work on a State contract that did NOT have MBE goals? (Yes or No)

6. In your experience, have any of the following factors negatively impacted your firm's ability to do business in the Maryland marketplace? (Circle All That Apply)
 - a. bonding requirements
 - b. insurance requirements
 - c. previous experience requirements
 - d. cost of bidding or proposing
 - e. project size – project too large
 - f. project size – project too small
 - g. price of supplies or materials
 - h. obtaining working capital
 - i. late notices of bid or proposal deadlines
 - j. prior dealings with a prime contractor's owners or management

7. In the past 2 years, has your firm submitted a bid or proposal on any State contract as a prime contractor? (Yes or No) _____
 - a. If **YES**, how many times? _____
 - b. Were you successful? (Yes or No) _____
 - c. If you submitted a bid or proposal on more than one State contract as a prime contractor during the past year, how many of those contracts were awarded to you?

 - d. What percentage of all State work performed by your firm was performed as a prime contractor? (*Please estimate percentage of gross receipts received via State contract work.*) _____

8. As a prime contractor, have you ever solicited a minority- or woman-owned business to work with you as a subcontractor on a State contract that did NOT have MBE goals?
(Yes or No) _____

9. In the past 2 years, has your firm submitted a bid or proposal on any State contracts as a **subcontractor to a prime contractor**? (Yes or No) _____
- a. If **YES**, how many times? _____
 - i. How many times did prime contractors accept your bids? _____
 - ii. How many times was the prime contractor that selected you for its team successful in winning the State contract? _____
 - b. What percentage of State work performed by your firm was performed as a subcontractor? (*Please estimate percentage of gross receipts received via State contract work.*) _____
 - c. If your firm performed work on State contracts as a subcontractor, what percentage of those contracts had MBE goals? _____
10. Have you ever been treated less favorably due to race, ethnicity and/or gender while participating or attempting to participate in business dealings within the Maryland marketplace? (Yes or No) _____
- a. If **YES**, circle all of those types of business dealings in which you have felt less favorably treated.
 - i. Applying for commercial loans
 - ii. Applying for surety bonds
 - iii. Applying for commercial or professional insurance
 - iv. Obtaining price quotes from suppliers or subs
 - v. Working or attempting to work on public-sector prime contracts
 - vi. Working or attempting to work on public-sector subcontracts
 - vii. Working or attempting to work on private-sector prime contracts
 - viii. Working or attempting to work on private-sector subcontracts
 - ix. Receiving timely payment for work performed
 - x. Functioning on the work site
 - xi. Joining or dealing with trade associations
 - xii. Hiring workers from union halls
 - xiii. Required to perform inappropriate or extra work not required of others
 - xiv. Required to meet quality or performance standards not required of others
 - xv. Other _____
 - b. To the extent that you feel comfortable sharing such experiences, please provide details regarding any business dealings in which you were treated less favorably due to race, ethnicity and/or gender.

11. The current Maryland MBE Program overall goal is 25%. Do you think this is a fair overall goal for MBE participation? (Yes or No) _____
- a. Why or why not? (For example, explain whether you think the overall goal of 25% reflects the existing availability of minority businesses that provide the services sought by the State.)

12. Please provide any other input you or your firm has regarding State procurement and/or the MBE Program.

***Please return all survey response to the Governor's Office of Minority Affairs
by July 13, 2012***

NOTE: YOU MAY COMPLETE THIS SURVEY ANONYMOUSLY. PROVIDING YOUR NAME AND BUSINESS INFORMATION IS OPTIONAL. IF YOU PREFER TO REMAIN ANONYMOUS, PLEASE STOP HERE.

CONTACT INFORMATION	
<i>Name:</i>	<i>Telephone Number:</i>