



University of Maryland College Park

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Office of Business Diversity

# **11<sup>th</sup> Annual Alliance Small Business Procurement Fair**

Presented by  
ShoWorks

Thursday, November 10, 2016  
Marriott BWI Airport  
Linthicum, MD



# University of Maryland College Park Small and Minority Business Programs

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## State of Maryland Small Business Reserve (SBR) Program

On designated SBR procurements, competition is reserved to Maryland-certified small businesses  
See SBR flyer on next page

## State of Maryland Minority Business Enterprise Program

**Maryland Department of Transportation Office of Minority Business Enterprise** is the State's official certification agency

[www.mdot.maryland.gov](http://www.mdot.maryland.gov)

Under Quick Links on the left side of web page find link to: Minority/Disadvantage Business Enterprise

Tabs at the top of Minority/Disadvantage Business Enterprise page include:

Overview (of the program)

Application for Official Certification

Application Assistance Workshops (generally 1<sup>st</sup> Tuesday of month)

MDOT Directory of Minority/Disadvantage Businesses

## Governor's Office of Minority Affairs (GOMA)

[www.mdminoritybusiness.com](http://www.mdminoritybusiness.com)

GOMA is a "one-stop shop" for information and support for women and minority Businesses.

GOMA is responsible for monitoring and reporting each agency's MBE and SBR performance and compliance.

## University System of Maryland – 11 USM Institutions with Procurement Offices

[www.umsa.umd.edu/usm/procurement](http://www.umsa.umd.edu/usm/procurement)

## University of Maryland Department of Procurement and Strategic Sourcing

[www.purchase.umd.edu](http://www.purchase.umd.edu)



## University of Maryland College Park Business Diversity Programs

Phone: (301) 405-6055

Email: bizdiversity@umd.edu

### MARYLAND SMALL BUSINESS RESERVE PROGRAM

The State of Maryland's Small Business Reserve Program requires Maryland State Agencies, including the University of Maryland, to reserve at least 10 percent of their total procurements each year for competition exclusively among Maryland-certified Small Business Enterprises. The overall goal is to increase economic opportunities for small businesses.

**Beginning October 1, 2012** many businesses which previously did not pre-qualify for the Maryland Small Business Reserve certification may now be eligible. A Small Business is now defined as a business, other than a broker, that meets the following criteria:

- Is independently owned and operated; the business is not a subsidiary of another business; and the business is not dominant in its field of operation;

AND

- The **wholesale** operations of the business did not employ more than **50 persons**, or the gross sale of the business did not exceed an average of **\$4,000,000** in its most recently completed three (3) fiscal years\*;
- The **retail** operations of the business did not employ more than **25 persons**, or the gross sale of the business did not exceed an average of **\$3,000,000** in its most recently completed three (3) fiscal years\*;
- The **manufacturing** operations of the business did not employ no more than **100 persons**, or the gross sale of the business did not exceed an average of **\$2,000,000** in its most recently completed three (3) fiscal years\*;
- The **service** operations of the business did not employ no more than **100 persons**, or the gross sale of the business did not exceed an average of **\$10,000,000** in its most recently completed three (3) fiscal years\*;
- The **construction** operations of the business did not employ more than **50 persons**, or the gross sales of the business did not exceed an average of \$7,000,000 in its most recently completed 3 fiscal years\*.
- The **architectural and engineering services** of the business did not employ more than **100 persons**, or the gross sales of the business did not exceed an average of **\$4,500,000** in its most recently completed 3 fiscal years\*.

\*If a business has not existed for three years, the gross sales average is computed for the period of the business's existence. For newly formed businesses the determination will be based upon employment levels and projected gross sales.

To register in the SBR program, vendors register in eMaryland Marketplace and complete the optional SBR screens:

- eMaryland Marketplace : <http://news.maryland.gov/dgs/emarylandmarketplace/>
- For Vendor Instructions, Quick Reference Guides and FAQs: scroll down and click on "eMaryland Marketplace Instructions"
- To Register: scroll down to the bottom and click "Register" button.

For website technical support, call Maryland Department of General Services at 410-767-1492 or sbadmin@dgs.state.md.us.



## UNIVERSITY OF MARYLAND COLLEGE PARK

### SBR and MBE Opportunity

#### **Largest opportunity for MBE Subcontracting**

- UMCP Construction Service Center projects for 9 institutions near College Park, on the Eastern Shore and in Western Maryland
- Small Construction Projects

#### **Largest Opportunity for SBR/MBE Primes**

- Agriculture
- Audio Visual
- Consulting Services
- Facilities and Campus Projects and On-Call Contracts
- Furniture (after MCE review)
- Guard Services
- Language Translation
- Printing (not done on campus)

#### **TIPS:**

All solicitations over \$100K are posted on eMM [emaryland.buyspeed.com](http://emaryland.buyspeed.com)

UMCP is highly decentralized. Departments may purchase up to \$5K on University Visa Purchasing Cards without coming through Procurement. To find various Academic and Research departments that may need the products and services your firm provides, access departmental websites via [www.umd.edu](http://www.umd.edu).



## UNIVERSITY OF MARYLAND COLLEGE PARK

### Procurement at a Glance

## Doing Business with University of Maryland College Park

### Procurement Process

- **Delegated to Departments**
  - Up to \$5K on University Visa Purchasing Cards and Delegated POs
  - Over \$5K on Vendor Contract Releases
  
- **Solicitation Process**
  - 5K-\$100K - Simplified Acquisition two or more informal quotes solicited by procurement (competed)
  - Over \$100K - Formally advertised on eMaryland Marketplace using either RFP or IFB
  - Utilize existing contracts (state & higher education consortiums)

**Any of these may be reserved for Small Business Reserve (SBR) only Competition**

## **Facilities Maintenance Opportunities within the University**

- Flooring
- Carpet
- Carpet Cleaning
- Lawn Maintenance & Snow Removal
- Window Washing
- Facilities Repairs
- Replace Doors
- Store Front Doors
- Stair Tread Replacement
- Duct Cleaning
- Replace Lighting
- Lighting supplies
- Janitorial Services
- Grease Traps
- Trench Drain
- Kitchen Cabinets
- Counters
- Boiler Maintenance
- Poultry Building
- Card readers
- Work shirts and pants for warehouse
- Fire Alarm System Replacements
- Banners
- Tile
- Landscape Equipment (mowers etc.)
- Storage Cabinets
- Bathroom and Kitchen Renovations
- Treated Lumber
- Generators (Supplier)
- Promotional Items
- Trash cans
- Water Coolers
- Bulletin Boards
- Refinishing Wood Floors
- Overhead Cranes
- Vehicle Cleaning

## **Business Diversity Programs with the State of Maryland**

### **1. eMaryland Marketplace (Maryland's Procurement Opportunities Portal for UMCP, other State Education Institutions, and State and County agencies)**

[www.emarylandmarketplace.com](http://www.emarylandmarketplace.com)

Website Technical Support (410) 767-1492

- a. Register in eMaryland Marketplace
- b. Complete the optional Small Business Reserve (SBR) screens if eligible

### **2. Maryland MBE/DBE Program (Certification Program)**

[www.mdot.maryland.gov/MBE\\_Program/index.html](http://www.mdot.maryland.gov/MBE_Program/index.html)

(410) 865-1269 or (800) 544-6056

- a. Subcontractors on UMCP Contracts must be Maryland Department of Transportation (MDOT) Certified



# University of Maryland College Park

Project Title	Procurement Category (KFS Procurement Type)	Project Location	Estimated Solicitation Date (Month/Year)	Estimated Total Contract Award	SBR Designated (Yes/No)	MBE Subcontracting Opportunities (Yes/No)	Procurement Contact	Telephone No.	Email Address	Comments
<b>COMMODITIES AND SERVICES</b>										
Misc. Furniture/not MCE	Supplies/Equipment	UMCP	TBD	\$30,000.00	Yes		Margaret Bean	301-405-5819	<a href="mailto:mbean@umd.edu">mbean@umd.edu</a>	As requested
Security Guards for the Universities at Shady Grove	Maintenance	Universities at Shady Grove	June/2016	\$3,700,000	No	No	Margaret Bean	301-405-5819	<a href="mailto:mbean@umd.edu">mbean@umd.edu</a>	Lowest Price Technically Acceptable RFP
IT Cable installation services	IT	UMCP	June/2016	TBD	TBD	No				As needed Lowest Price Technically Acceptable RFP. MBE subcontracting Goal will be set at the task order level
Audio Visual Projects	IT	UMCP	varies	varies	Yes	No	Amy Zimmer	301-405-5817	<a href="mailto:azimmer@umd.edu">azimmer@umd.edu</a>	These are as needed as requested AV installation projects
Audio Visual Projects	IT	UMCP	varies	varies	No	No	Amy Zimmer		<a href="mailto:azimmer@umd.edu">azimmer@umd.edu</a>	These are as needed as requested AV installation projects
Insurance Broker	Services	UMCP	June/2016	> \$100,000	No	No	April Weimer	301-405-5848		Travel insurance (includes international) and other miscellaneous insurance
Hardware Products Maintenance & Support Renewals	IT HW	UMCP	May/June 2016	<\$100,000	No	TBD	Jeanne Parker	301.4057416	<a href="mailto:jparker2@umd.edu">jparker2@umd.edu</a>	Annual HW maintenance and support renewals aligned to fiscal year
Chemicals Supplies	Supplies	UMCP	June/2016	<\$100,000	No	No	Lucy Sanchez	301.405.5831	<a href="mailto:lsanchez@umd.edu">lsanchez@umd.edu</a>	Set up a new contract
Glassware & China	Supplies & Equipment	UMCP	June/2016	\$75,000	No	No	Tracy Schlegel	301.405.6543	<a href="mailto:tschlege@umd.edu">tschlege@umd.edu</a>	Campus Dining Services
RFP 83526-D for Real Estate Advisory Services	Services (Not Information Technology)	UMCP	June/2016	\$1,000,000	No	No	April Weimer	301-405-5848	<a href="mailto:aweimer@umd.edu">aweimer@umd.edu</a>	
RFP 83527-D for Facilities & Administrative Cost Rate Proposal Services	Services (Not Information Technology)	UMCP	June/2016	\$160,000	No	No	April Weimer	301-405-5848	<a href="mailto:aweimer@umd.edu">aweimer@umd.edu</a>	
RFP 83528-D for s Superconducting Magnet Supply System	Supplies and Equipment	UMCP	June/2016	\$500,000	No	No	April Weimer	301-405-5848	<a href="mailto:aweimer@umd.edu">aweimer@umd.edu</a>	





## University of Maryland College Park CONSTRUCTION SERVICE CENTER

### Capital Construction Projects

University of Maryland College Park (UMCP) Construction Service Center handles capital construction for these University System of Maryland institutions:

University of Maryland, College Park

USM Client Institutions

Bowie State University

Frostburg State University

Maryland Fire and Rescue Institute (MFRI)

Universities at Shady Grove

University of Maryland Eastern Shore

University of Maryland Center for Environmental Science (UMCES)

University System of Maryland

Salisbury University

Solicitations over \$100,000 are posted on eMarylandMarketplace (eMM), the State of Maryland's central bid board [emaryland.buyspeed.com](http://emaryland.buyspeed.com).

**TIP:** MBE subcontracting opportunity is advertised by either the University or the Constructor on behalf of the owner, based on the delivery method:

AE – Design only

UMCP posts solicitation for entire project on eMM. Consultants, including MBE, are named with proposal. Some additional MBE opportunity may be available after award through AE firm.

CMR– Construction Management/Guaranteed Max Price

Prime posts notice of trade pre-bid meetings in phases on eMM. MBEs need to go through prime's prequalification and bid process

DB – Design-Build Contractor

UMCP issues solicitation for entire project. Prime posts solicitation notices in phases on eMM and direct to their prequalified MBEs lists. MBEs need to go through prime's prequalification and bid process

DBR – Design Build/Guaranteed Max Price

UMCP solicits and hires the AE Prime (and MBEs) in first phase of the project. The AE Prime solicits MBEs for subsequent GMPs. MBEs need to go through prime's prequalification and bid process.

GC – General Contractor

UMCP posts solicitation for entire project on eMM. MBEs awarded with GC

**TIP:** Pick one or two primes to complete the pre-qualification process in advance of the solicitation. Generally, primes directly solicit their pre-qualified list in addition to posting the pre-bid meeting notices on eMM.

**TIP:** Upcoming projects (subject to funding approval) are posted on [www.facilities.umd.edu](http://www.facilities.umd.edu) click Capital Projects under the FM Departments heading, and then click Projects List See current list of Future Construction Capital Projects on the next page.



# University of Maryland College Park

## UPCOMING SOLICITATIONS - CONSTRUCTION AND ON-CALLS

Project Title	Procurement Category (KFS Procurement Type)	Project Location	Estimated Solicitation Date (Month/Year)	Estimated Total Contract Award	SBR Designated (Yes/No)	MBE Subcontracting Opportunities (Yes/No)	Procurement Contact	Telephone No.	Email Address	Comments
<b>ON-CALL CONTRACTS Being Re-Bid</b>										
Construction Management - On Call	Construction	UMCP & Const Serv Ctr	Under review	>\$100,000	No	Yes	Thomas Blanchard	301 405-5821	tblanch@umd.edu	MBE Goal set Equal or Greater than \$100,000, Rebid Expect Multiple Awards
Electrical Work On-Call - Large Bid >50K	Maintenance	UMCP & Const Serv Ctr	November, 2016	>\$100,000	No	Yes	Vicki Stoner	301 405-5815	vstoner@umd.edu	MBE Goal set Equal or Greater than \$50,000, Rebid Expect Multiple Awards
Hazds Mtrls - On Call	Construction Related Services	UMCP & Const Serv Ctr	Complete	>\$100,000	No		Denise Elliott	301 405-3371	elliott1@umd.edu	Rebid Expect Multiple Awards
Industrial Hygiene Svcs On Call	Services	UMCP & Const Serv Ctr	Complete	>\$100,000	No		Denise Elliott	301 405-3371	elliott1@umd.edu	Rebid Expect Multiple Awards
Landscape Support Services & Rental	Maintenance	UMCP	January/2017	>\$100,000	Yes		Lisa Thompson	301 405-7554	lthompso@umd.edu	Rebid 1 Vendor
Moving Services	Services	UMCP	November/2016	>\$100,000	Yes	No	Lamont Timmons	301-405-5850	<a href="mailto:LATLATT@UMD.EDU">LATLATT@UMD.EDU</a>	Rebid Expect Multiple Awards
Painting Service on-call	Maintenance	UMCP	December/2016	>\$100,000	Yes	No	Lamont Timmons	301-405-5850	<a href="mailto:LATLATT@UMD.EDU">LATLATT@UMD.EDU</a>	Rebid Expect Multiple Awards
Concrete Work on-call	Maintenance	UMCP	December/2016	>\$100,000	Yes	No	Karen Contreras	301-405-3373	<a href="mailto:KARENC@UMD.EDU">KARENC@UMD.EDU</a>	Rebid Expect Multiple Awards



## University of Maryland College Park

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### ON-CALL CONTRACTS

University of Maryland College Park (UMCP) utilizes a large number of on-call contracts for the Facilities Operation and Campus Construction on the College Park campus. Many contracts are reserved for Small Business Reserve (SBR) primes and/or have on-going MBE subcontracting opportunity where the MBE goal is set based on the scope of the specific task order.

Notice of all NEW on-call contract solicitations and pre-bid meetings are posted on eMarylandMarketplace (eMM), the State of Maryland's central bid board [www.emarylandmarketplace.com](http://www.emarylandmarketplace.com).

Contact the Prime directly for on-going MBE subcontracting opportunities. MBEs will need to go through the Prime's pre-qualification process.

**TIP:** Pick one or two primes to complete the pre-qualification process in advance of the solicitation. Generally, primes directly solicit their pre-qualified list in addition to posting the pre-bid meeting notices on eMM.

See current On-Call Contracts List on the following pages, including contact information for Prime Contractors for On-Calls with ongoing MBE opportunity.



University of Maryland College Park

EXISTING ON-CALL CONTRACTS

Contract Title	Vendor	SBR Designated	Procurement Officer (Buyer) <sup>1</sup>	Master Order #	KFS Contract #	Yearly Renewals Options Left	Yearly Expiration Date <sup>2</sup>	Final Contract Expiration Date <sup>3</sup>	MBE Sub-Contracting Opportunity	Rotation or Bid
A/E Indefinite Delivery Contract	Ayers Saint Gross	N	Tom	B004664	12285	0	2/7/2017	2/7/2017	Y	R
A/E Indefinite Delivery Contract	Design Collective	N	Tom	B004665	12267	0	2/7/2017	2/7/2017	Y	R
A/E Indefinite Delivery Contract	GWVO Inc./Architects	N	Tom	B004666	12269	0	2/7/2017	2/7/2017	Y	R
A/E Indefinite Delivery Contract	Ritcher, Combrooks Gribble	N	Tom	B004667	12268	0	2/7/2017	2/7/2017	Y	R
A/E Indefinite Delivery Contract	Marshall Craft Associates	N	Tom	B004668	12271	0	2/7/2017	2/7/2017	Y	R
A/E Indefinite Delivery Contract	WDG Architects	N	Tom	B004669	12270	0	2/7/2017	2/7/2017	Y	R
SBR A/E Indefinite Delivery Contract	TBD	Y	Tom							
Asphalt Paving-On Call FM Only	Espina Paving	Y	Vicki		12340	3	7/19/2017	7/19/2020	N	N/A
Asphalt Paving/Concrete-On Call Capial Projects	Espina Paving	Y	Vicki		12339	3	7/18/2017	7/19/2020	N	R/Bid->75K
Asphalt Paving/Concrete-On Call Capial Projects	D.A. Drenner Concrete	Y	Vicki		12338	3	7/18/2017	7/19/2020	N	R/Bid->75K
Ceiling Tiles and Grid Materials	Capital Building Supply	N	Kizi		12299	3	8/1/2016	8/1/2019	N	N/A
Chemical Waste Removal	Coean Venture	N	Denise		BPO 5770	3	2/28/2017	2/28/2019		
Civil & Structural IDC	A. Morton Thomas & Associates	N	Karen	K003084	12238	0	3/31/2016	Pending Award	Y	R
Civil & Structural IDC	Rummel Klepper & kahl	N	Karen	K003085	12241	0	3/31/2016	Pending Award	Y	R
Civil & Structural IDC	Wallace Montgomery & Assoc.	N	Karen	K003099	12239	0	3/31/2016	Pending Award	Y	R
Civil & Structural IDC	Alpha Corporation	N	Karen	K003098	12240	0	3/31/2016	Pending Award	Y	R
Construction Management - On Call	Turner Construction Co.	N	Tom	B003277	12251	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	Forrester Construction Co.	N	Tom	B003279	12253	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	Lewis Contractors	N	Tom	B003280	12255	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	Plano-Coudon, LLC	N	Tom	B003281	12256	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	J. Vinton Schafer & Sons Inc	N	Tom	B003282	12257	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	Holder Construction Group, LLC	N	Tom	B003283	12254	0	1/5/2016	Bid Process now	Y	Bid
Construction Management - On Call	Clark Construction Group, LLC	N	Tom	B003284	12252	0	1/5/2016	Bid Process now	Y	Bid
Decorations for Graduations Blanket Purchase Order	Capital Party Rentals	N	Denise	BPO	20791	1	6/21/2016	6/21/2017	N	N/A
Electrical Supplies	Ideal Electrical Supply Corporation	Y	Kizi		12310	4	8/1/2015	8/1/2020	N	R/Bid->\$25K
Electrical Supplies	C N Robinson Lighting	Y	Kizi		12307	3	9/15/2016	9/15/2020	N	R/Bid->\$25K
Electrical Supplies	Primary Enterprises LLC	Y	Kizi		12308	3	9/15/2016	9/15/2020	N	R/Bid->\$25K
Electrical Supplies	Encompass Supply	Y	Kizi		12309	4	9/15/2015	9/15/2020	N	R/Bid->\$25K
Electrical Work On-Call - Large Bid >50K	Electrico, Inc.	N	Vicki	W004557	12220	0	11/16/2016	11/16/2016	Y	N/A
Electrical Work On-Call - Small Rotate <50K	RWH Associates	Y	Vicki	W006662	12198	1	6/2/2017	6/2/2018	N	N/A
Electrical Work On-Call - Small Rotate <50K	Primary Enterprises	Y	Vicki	W006661	12219	1	6/2/2017	6/2/2018	N	N/A
Electrical Work On-Call/Aberdeen	Benfield Electric Co., Inc.	N	Vicki		12294	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/Centreville	Chuck's Electrical Service	N	Vicki		12293	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/Cresaptown	Stevens Electrical Inc.	N	Vicki		12295	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/Cresaptown	Utis Electric Inc.	N	Vicki		12296	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/LaPlata	Jay Worth Electric, Inc.	N	Vicki		12297	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/LaPlata	John Goudie Electrical	N	Vicki		12298	2	7/14/2017	7/14/2019	N	N/A
Electrical Work On-Call/Princess Anne	McIntyre Electrical Service, Inc.	N	Vicki		12292	2	7/14/2017	7/14/2019	N	N/A
Electrical/Lighting Supplies	Graybar Electric	N	Vicki		12331	1	3/31/2017	3/31/2018	N	N/A
Elevator Modernization, Escalators, Dumbwaiters & Lifts	Elcon Enterprises	N	Denise		12280	3	2/28/2017	2/28/2019	Y	N/A
Emergency Cleanup Responsive Services	SI Restoration	N	Karen E.		12379	3	6/30/2018	6/30/2021	N	Rotate
Emergency Cleanup Responsive Services	Infinity Environmental	N	Karen E.		12380	3	6/30/2018	6/30/2021	N	Rotate
Emergency Cleanup Responsive Services	BBMK Contracting	N	Karen E.		12381	3	6/30/2018	6/30/2021	N	Rotate
Epoxy Floor Tile Finishing	Xpress Flooring	Y	Denise		BPO 7322	2	4/4/2017	4/4/2019		
Event Rigging Services	Conder Inc/Charm City Crewing	N	Lisa		12328	4	5/6/2017	5/6/2020	N	N/A
Fence Repairs/Installation	Long Fence Company	N	Vicki		12315	3	1/25/2017	1/25/2020	N	N/A
GC Services - Large On Call >\$50K	Baltimore Contractors	N	Lisa	A006634	12237	2	5/28/2015	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	Brawner Builders	N	Lisa	A006635	12236	2	5/28/2017	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	CFI Construction	N	Lisa	A006636	12234	2	5/28/2017	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	F.H. Paschen	N	Lisa	A006638	12250	2	5/28/2017	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	Kalmia Construction	N	Lisa	A006639	12232	2	5/28/2017	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	North Point Builders	N	Lisa	A006641	12230	2	5/28/2017	5/28/2018	Y	Bid
GC Services - Large On Call >\$50K	Rich Moe	N	Lisa	A006643	12228	2	5/28/2017	5/28/2018	Y	Bid
GC Services -SBR On Call <\$50K	Baltimore Contractors	Y	Lisa		12352	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
GC Services -SBR On Call <\$50K	Garcete Construction	Y	Lisa		12353	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
GC Services -SBR On Call <\$50K	Hayes Construction	Y	Lisa		12354	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
GC Services -SBR On Call <\$50K	M&S Enterprises	Y	Lisa		12355	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
GC Services -SBR On Call <\$50K	Mid-Atlantic General Contractos	Y	Lisa		12356	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
GC Services -SBR On Call <\$50K	Rich Moe Enterprises	Y	Lisa		12357	3	10/9/2017	10/9/2020	N	R/Bid >\$20K
Glass Replacement Miscellaneous On Call	Brylin Glass	N	Vicki	W007138	12210	2	8/26/2016	11/26/2018	N	N/A
Hazds Mtrls - On Call	LVI Environmental Serv. Inc.	N	Denise	E003211	12181	0	Pending award	10/29/2016	N	R/Bid->\$25K
Hazds Mtrls - On Call	Waco Inc.	N	Denise	E003210	12182	0	Pending award	10/29/2016	N	R/Bid->\$25K





# University of Maryland, College Park

## On-Call Contracts with Ongoing MBE Opportunity

May, 2014

### Contact Prime Contractor Directly

A/E Indefinite Delivery Contract			
Ayers Saint Gross	Edward C. Kohls, Principal	410-347-8500	ekohls@asg-architects.com
Design Collective	Fred Marino, Principal	410-685-6655	fmarino@designcollective.com
GWWO Inc./Architects	Mark Lapointe, Principal	410-332-1009	mlapointe@gwwoinc.com
Marshall Craft Associates	Stephen A. Bates	410-532-3131	steve_bates@marshallcraft.com
Ritcher, Cornbrooks Gribble	Jonathan M. Fismman, Principal	410-685-7033	jfishman@rcgarchitects.com
WDG Architects	Robert C. Keane, Principal	202-857-8300	bkeane@wdgarch.com
Civil & Structural IDC			
A. Morton Thomas & Associates	Jerry C Kavadias	301-881-2545	jkavadias@amtengineering.com
Whitney, Bailey, Cox & Magnani	Phillip Han	410-512-4500	<a href="mailto:phan@wbcm.com">phan@wbcm.com</a>
Rummel Klepper & kahl	John d'Epagnier, Director of Site Development	410-728-2900	jdepagnier@rkk.com
Wallace Montgomery & Assoc.	Antonio Mawry	410-494-9098	a.mawry@wallacemontgomery.com
Construction Management			
Clark Construction Group, LLC	Brian C. Flegel, Senior VP	301-272-6713	brian.abt@clarkconstruction.com
Forrester Construction Co.	D. Scott Forrester, Executive VP	301-255-0340	sforrester@forresterconstruction.com
Holder Construction Group, LLC	Thomas Shumaker, VP	703-391-1431	tshumaker@holder.com
J. Vinton Schafer & Sons Inc	Robert M. Knowles, President	410-335-3000	rknowles@jvschafer.com
Lewis Contractors	A. Warren Miller, VP	410-356-4200	wmiller@lewis-contractors.com
Plano-Coudon, LLC	Brett S. Plano, Project Executive	410-837-2570	bplano@plano-coudon.com
Turner Construction Co.	Christian E. Jahrling, VP	703-464-3163	cjahrling@tcco.com
GC Services - On Call >\$50,000			
Baltimore Contractors, Inc	John H. Rouse	410-276-2821	j.rouse@baltimorecontractors.com
Brawner Builders	Jeffrey Bird	410-666-2500	jamesobrien@brawnerbuilders.com
CFI Construction	Michael Slaughter	301-588-1070	luci@cficonstruction.com
F.H. Paschen, S.N. Nielsen	Michael Thiele	(703) 245-0280	<a href="mailto:mthele@fhpaschen.com">mthele@fhpaschen.com</a>
Henry H Lewis	Tyler Tate	410-356-4200	
Kalmia Construction	Janis McCarriher	301-937-8566	<a href="mailto:jmccarriher@kalmiaconstruction.com">jmccarriher@kalmiaconstruction.com</a>
Rich Moe Enterprises	Richard Mohammad	301-218-4738	<a href="mailto:richie@richmoe.com">richie@richmoe.com</a>
GC Services - On Call <\$50,000			
Baltimore Contractors, Inc	John Rouse	410-276-2800	<a href="mailto:j.rouse@baltimorecontractors.com">j.rouse@baltimorecontractors.com</a>
Garcete Construction	<a href="mailto:javi@garceteconstruction.com">Javi Garcete</a>	301-277-9285	javi@garceteconstruction.com
Hayes Construction	<a href="mailto:tom@hayesconstruction.net">Tom Appeal</a>	410-628-7900	tom@hayesconstruction.net
M&S Eenterprises	<a href="mailto:juan@msegc.com">Juan Dominguez</a>	301-205-0201	juan@msegc.com



# University of Maryland, College Park

## On-Call Contracts with Ongoing MBE Opportunity

May, 2014

Mid-Atlantic GC

### Contact Prime Contractor Directly

[Larry Chochos](mailto:Larry.Chochos)

301-937-9003

[magcinc@comcast.net](mailto:magcinc@comcast.net)

<b>Mechanical Contractor On-Call &gt;\$50K Large</b>			
American Combustion Industries	Jeff Hertz, Proj. Mgr.	301-779-3400	<a href="mailto:jhertz@aciindustries.com">jhertz@aciindustries.com</a>
Caigeann Mechanical	Donna Fleming	443-535-9487	<a href="mailto:donna@caigeann.com">donna@caigeann.com</a>
M & E Sales	James C. Mabe, Principle Coord.	410-766-3832	<a href="mailto:MabeJC@aol.com">MabeJC@aol.com</a>
Maryland Mechanical Systems	Christopher Madary, Proj. Mgr.	(410) 327-4750	<a href="mailto:cmm@marymec.com">cmm@marymec.com</a>
W. L. Gary Company	Steve Gough, Proj. Mgr.	202-723-0676	<a href="mailto:steveg@wlgary.com">steveg@wlgary.com</a>
<b>Variable Frequency Drives</b>			
Chesapeake Systems, LLC	Chuck Edwards	443.561.1670	<a href="mailto:edwards@chesapeakeys.com">edwards@chesapeakeys.com</a>
<b>MEP Engineering Design Services</b>			
Burdette Koehler Murphy & Assoc	James Barrett, Jr, President	410-323-0600	<a href="mailto:info@bkma.com">info@bkma.com</a>
Kibart, Inc.	Edwin Abbott	410-494-1111	<a href="mailto:info@kibart.com">info@kibart.com</a>
URS Corporation	Lewis Robinson	202-972-0277	
Whitman, Requardt Associates	David McCormick	410-235-3450	<a href="mailto:dmccormick@wrallp.com">dmccormick@wrallp.com</a>
<b>Job Order Contracting (JOC) Services</b>			
Adrien L. Merton & Sons	Michael L. Merton	301-336-2700	<a href="mailto:mickey@almerton.com">mickey@almerton.com</a>
Centennial Contractors Enterprises, Inc.	Craig Abell	410-528-8374	<a href="mailto:cabell@cce-inc.com">cabell@cce-inc.com</a>
F.H. Paschen, S.N. Nielsen	Leo Wright	773-444-3474	<a href="mailto:lwright@fhpaschen.com">lwright@fhpaschen.com</a>
Hitt Contracting	Mitch Filipowicz	703-289-9214	<a href="mailto:mfilipowicz@hitt-gc.com">mfilipowicz@hitt-gc.com</a>
Nouveau Technology Services	David Pinkerd	972-484-5077	<a href="mailto:dpinkerd@ntslp.com">dpinkerd@ntslp.com</a>
R.J. Crowley	Robert Bair	301-470-3303	<a href="mailto:bbair@rjcrowley.com">bbair@rjcrowley.com</a>
The Matthews Group, Inc.	Tanya Matthews	540-338-0411	<a href="mailto:tmatthews@tmgworld.net">tmatthews@tmgworld.net</a>
Xpress Flooring	Scott Comegys	410-877-0033	<a href="mailto:scomegys@xpressflooring.com">scomegys@xpressflooring.com</a>
<b>Moving On-Call Contractors (SBR ONLY)</b>			
Precision Office Movers	Nick Lavato	(301)568-8800	<a href="mailto:rlavato@districtmoving.com">rlavato@districtmoving.com</a>
Walters Relocations, Inc	Ray Briggs	410-325-5200	<a href="mailto:rbriggs@waltersrelocations.com">rbriggs@waltersrelocations.com</a>
Hoffberger Moving Services	Margaret Hoffberger	410)825-3344	<a href="mailto:mhoffberger@hmsmovers.com">mhoffberger@hmsmovers.com</a>
<b>Painting On-Call Contractors (SBR ONLY)</b>			
Colossal contractors	Juan Navarro	(301)476-9060	<a href="mailto:info@colossalcontractors.com">info@colossalcontractors.com</a>





## University of Maryland, College Park On-Call Contracts with Ongoing MBE Opportunity

May, 2014

### Contact Prime Contractor Directly

Earn Contractors  
Mid-Atlantic GC  
Unisource Services

Raphel Navarro  
Larry Chochos  
Jose Ramos

(301)740-3880 [info@earncontractors.com](mailto:info@earncontractors.com)  
301-937-9003 [magcinc@comcast.net](mailto:magcinc@comcast.net)  
(301)340-2704 [info@unisourceservicesllc.com](mailto:info@unisourceservicesllc.com)





UNIVERSITY OF  
MARYLAND

DEPARTMENT OF PROCUREMENT AND STRATEGIC SOURCING

Department	Business Contact	Email	Phone Number
Facilities Management	Kenneth Riebert	kriebert@umd.edu	(301) 405-8305
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College of Behavioral & Social Sciences	Ann Holmes	amholmes@umd.edu	(301) 405-1684
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Cell Biology & Molecular Genetics	Pamela Moffett	painswor@umd.edu	(301) 405-1595
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Transportation Services	Darryl Johnson	djohnso1@umd.edu	(301) 314-7177
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Public Safety	Carolyn Consoli	cconsoli@umpd.umd.edu	(301) 405-0537
Mechanical Engineering	Lisa Schuetz	lschuetz@umd.edu	(301) 405-6580
Adele Stamp Union	Stephen Gnadt	sgnadt@umd.edu	(301) 314-8490



DEPARTMENT OF PROCUREMENT AND STRATEGIC SOURCING

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IREAP-CMS	Judi Cohn Gorski	jcgorski@umd.edu	(301) 405-4950
Aerospace Engineering	Fandino, Otto	ofandino@umd.edu	(301) 405-1134
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Veterinary Medicine	Kevin Lepley	klepley@umd.edu	(301) 314-7862
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University Libraries	Andrea White	whitea@umd.edu	(301) 405-9141
Civil & Environmental Engineering	Angela Bobich	abobich@umd.edu	(301) 405-1876
FM-Building & Landscape Services	B&LM Front Desk		(301) 405-5625
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Division of University Relations	Michael King	Mking8@umd.edu	301-955-1264
College of Agriculture and Natural Resources	Daniel Ramia	dwramia@umd.edu	(301) 405-3009
University of Recreation & Wellness	Brent Flynn	bflynn@umd.edu	(301) 226-4414
Plant Science & Landscape Architecture	Michelle Pridmore	mpridmor@umd.edu	(301) 405-4374
Nutrition o& Food Science	Nenita Harris Denise Benoit-Moctezuma	nronquil@umd.edu dbenoitm@umd.edu	(301) 405-4320 (301) 405-0751
DBS Printing Services	Teresa Thacker	tthacker@mercury.umd.edu	(301) 405-0977
Clarice Smith Performing Arts Center	Cornie Lorenzo Evans III	clevans@umd.edu	(301) 405-2811



Department	Business Contact	Email	Phone Number
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University Health Center	John Randrian	jrandria@umd.edu	(301) 314-8092
Marketing & Communications	Claudia Sosa	csosa@umd.edu	(301) 405-1011
MD Fire & rescue Institute	Audrey Williams	Aburke1@umd.edu	301-326-9907

**MBE/SBR Liaison:**

Victoria Leatherwood, Associate Director, Business Diversity  
vleather@umd.edu  
301-405-5850





## UNIVERSITY SYSTEM OF MARYLAND

The University System of Maryland (USM) engages in an open, competitive and inclusive procurement process and fully supports the State of Maryland's efforts to increase opportunities for minority and women owned businesses to conduct business with the State in general and the System in particular.

Eleven USM institutions have procurement authority and manage procurement offices and day-to-day procurement business operations. Each of these institutions have certain authority as defined by USM Procurement Policies and Procedures. The eleven institutions with procurement offices are:

**University of Maryland, Baltimore**  
[www.procurement.umaryland.edu](http://www.procurement.umaryland.edu)  
410.706.8501

**University of Maryland, College Park**  
[www.purchase.umd.edu](http://www.purchase.umd.edu)  
301.405.3372

**Bowie State University**  
[www.bowiestate.edu/about/cabinet/admin\\_finance/procurement](http://www.bowiestate.edu/about/cabinet/admin_finance/procurement)  
301.860.4212

**Towson University**  
[wwwnew.towson.edu/adminfinance/fiscalplanning/procurement](http://wwwnew.towson.edu/adminfinance/fiscalplanning/procurement)  
410.704.2050

**University of Maryland Eastern Shore**  
[www.umes.edu/purchasing](http://www.umes.edu/purchasing)  
410.651.6404

**University of Baltimore**  
[www.ubalt.edu/procurement](http://www.ubalt.edu/procurement)  
410.837.5714

**Frostburg State University**  
[www.frostburg.edu/admin/procure](http://www.frostburg.edu/admin/procure)  
301.687.4243

**Coppin State University**  
(Website under construction)  
410.951.3792

**Salisbury University**  
[www.salisbury.edu/admin/procurement](http://www.salisbury.edu/admin/procurement)  
410.543.6056

**University of Maryland University College**  
[www.umuc.edu/procurement](http://www.umuc.edu/procurement)  
301.985.7616

**University of Maryland, Baltimore County**  
[www.umbc.edu/adminaffairs/procurement](http://www.umbc.edu/adminaffairs/procurement)  
410.455.2071